

Service Business Consultant

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

Location: Waukesha | Wisconsin | USA

Your Tasks

- Acts as the primary point of contact for aftermarket sales inquiries and customer negotiations.
- Ensures proper follow-up on sales leads and opportunities log; increases sales revenues each year through proactive customer outreach and driving quoting activity.
- Identifies key aftermarket sales opportunities to proactively sell to customers; collaborates with regional staff to help close orders.
- Works closely with the Conversions Manager and engineering to develop proposals and identify new sales opportunities.
- Responsible for achieving sales targets on time and within budget, while maintaining KPI.
- Visits the field for sales calls, and conflict resolution to build strong customer relationships.
- Works closely with the regional staff to ensure aftermarket solutions are executed properly in the field; removes barriers between sales, engineering, and field service to support teamwork and process focus.
- Communicates at all levels, both internal and external, to ensure project execution.
- Expedites critical emergency requests for quotations through the system when necessary.
- Manages Key Performance Indicators as directed by management regarding sales performance, including lead conversion rates, opportunity pipeline growth, and sales revenue metrics.
- Contributes to annual business plans to set the future path of the After Market Sales group, including strategies for lead generation and market expansion

Your Qualifications

- Bachelor's degree in business management, engineering or related field
- 5 years of sales experience in the packaging industry or two of those years at KHS
- Equivalent combination of education and experience.
- Must be able to navigate CRM and ERP systems, SAP preferred
- Experience in MS Office.
- Ability to travel up to 50 percent of the time on public transportation including airlines
- Valid passport and drivers' license required.

Benefits

- Medical, Dental, Vision insurance offered at 30 days of employment
- Generous Educational Reimbursement program
- Company sponsored Life and Disability Insurance
- Paid Time Off
- Ten (10) Paid Holidays per year
- 401K with Company Match

In order to ensure our success in the future, too, we need first-class employees – and we also have plenty to offer them.

Kontakt:

KHS USA Inc.

Human Resources

Ashley Herren

Telefon:

Weitere Stellenangebote des Salzgitter-Konzerns: www.salzgitter-ag.com/personal

Job-ID 5829

