



JOB TITLE: Area Sales Manager, Process Equipment Sales
LOCATION: Midwest
EXPERIENCE: 3 – 10 years

My client, [Heinkel Filtration Systems](#), is looking for an Area Sales Manager for the Heinkel inverting and peeler centrifuges, Comber Filter-Dryers and Dryers, Bolz Mixers and Dryers and Jongia Mixers and Agitators.

The Area Sales Manager will grow to be a specialist in solid/liquid separation, centrifugation, vacuum drying and mixing. Utilizing proactive and consultative sales skills, for highly engineered technologies, this person will maximize sales of the Company's product lines by delivering true value-added solutions to the customer. This individual is interested in working in a medium size global company, has a quick grasp of technical and commercial concepts, and can build a Sales Network while communicating to all levels of the customer's organization. The successful candidate will be responsible for direct selling activities, working with European product managers and developing and managing a sales Agent's network. This person will be accountable for increasing sales, achieving sales goals, developing sales strategies, and completing plans/budgets. This opportunity is only for a select professional who has experience in solutions-based technical selling of high value industrial process equipment and systems by using creativity and expertise to transform ambiguous and often complex opportunities into significant deals. The Area Sales Manager must be able to use technical skills to explain the benefits of the products to potential customers and to show how the products are better than the competitors' products and can meet the client's objectives. The final step is to negotiate a price and complete the sale by understanding the sales cycle for capital equipment and excel in competitive situations. More importantly is to be able to maintain a calm and business focus under stressful sales/business negotiations.

Please be assured that all correspondence is held in strict confidence.

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