



Job Posting

Water & Wastewater Division

Position Title: VP of Water & Wastewater Division

Reports To: President, KSB, Inc.

We have an immediate opening for a VP of the KSB, Inc. Water & Wastewater Division. The VP reports to the President and is a member of the company's senior leadership team. He/She is responsible for the direction and management of all sales and business development operations, including market competitiveness, pricing, compensation, distribution and channel strategy. This position may include responsibility for business development. The VP of Water & Wastewater will drive the company's achievement of its market share and revenue goals.

Knowledge, Skills and Abilities:

Time management – Managing one's own time and the time required for projects along with the ability to prioritize the tasks required to effectively run and lead the Water and Wastewater division.

Speaking – convey information effectively one on one and in division, board, or company presentations.

Reading Comprehension – understanding written sentences and paragraphs in work related documents.

Computer skills – Outlook, Excel, Word, Power Point and Adobe Acrobat, as a minimum.

Active Learning – Understanding the implications of information for current and future problem-solving and decisions.

Social Perceptiveness – Being aware of others' reactions and interpretation of an appropriate response.

Oral Expression – The ability to communicate information and ideas so others understand.

Deductive Reasoning – The ability to apply general rules to specific problems to produce sensible answers.

Travel – Domestic and international travel required.

Building Relationships – Establish contacts and relationships with potential customers and channel partners.

Sales – Proven sales track record in a new product/new market environment.

Sales Methodology – Experience with sales methodology, sales funnel management and in choosing, deploying and using marketing and sales applications.

Consulting – Outstanding consultative selling abilities and interpersonal skills with executive level customers and partners.

Business Management – Ability to prepare and manage budgets, business plans and departmental goals.

Planning – Ability to plan and manage at both the strategic and operational levels.

Team Motivation – Ability to work collaboratively with colleagues and staff to create, motivate and develop a results driven, team oriented environment.

Legal / Contracts – Familiarity with contract law, specifically municipal and industrial contracts.

Pumps – Prior submersible pump experience. Ability to read pump curves, pumps in series and parallel operation as well as system head curve analysis.

Tasks / Responsibilities:

1. Oversee the hiring and development of a (global) sales organization, appropriate for the company's maturity/size.
2. Be a role model for the company culture.
3. Establish, in cooperation with HR, if appropriate, and the President, compensation, training and sales incentive programs.
4. Drive the development of national, and, if appropriate, international sales.
5. Work closely with Marketing to develop, establish, and direct channel and distribution strategies and programs.
6. Maintain key customer relationships and develop and implement strategies for expanding the company's customer base.
7. Work closely with Marketing to develop and execute lead programs.
8. Manage overall sales process, set appropriate metrics for sales management.
9. Develop pricing policies, including volume discounts and terms and conditions, for high-profile customers and channel partners.
10. Provide support and recommendations for U.S. requirements to KSB global design centers.

EDUCATION/EXPERIENCE:

B.S. Degree in Engineering and prior business management experience is required. Minimum of 7-10 years in the pump industry. Experience with AutoCAD desired.

Interested Employees should contact: Human Resources @ ext. 8334 or careers@ksbusa.com

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