



DO YOU LOVE THE BEER INDUSTRY? GROW WITH US! WE ARE EXPANDING OUR TEAM

JOB OPENING AT THONHAUSER USA, INC:

SALES REPRESENTATIVE / PRODUCT MANAGER USA

Required Education:	4 Year Degree
Required Experience:	4 Years
Required Travel:	30 to 40%
Type:	Full-Time; Base Pay + Commission
Industry:	Specialty Chemical
Location:	US City With Major Airport

*THONHAUSER is based in Central Europe and is an award winning innovation leader **in food-, beverage- and pharmaceutical production hygiene** with a 35 years history of strong customer retention that include many of the worlds most renowned brand names in breweries as well as wine and soft drink production. The development of a unique patented technology has resulted in **new market development in the USA and Europe**. With our beverage dispensing hygiene product line we are market leader in Europe and have recently reached high level recognition and approvals also with customers that have a large market in the US.*

*We have established a **US division in Cincinnati/OH and a marketing office in the New York City area/NY** and have **developed approvals and market inroads with major breweries, trade associations and industry suppliers throughout the past 5 years in the USA.***

*We are looking for an individual **with strong sales and marketing experience** to push sales of our beverage dispensing hygiene product line. If you are a self starter with a minimum of 4 years demonstrable sales experience to the brewing/restaurant/dispensing equipment industry, have strong communication skills and are flexible to travel around the entire USA please submit your CV until April 15th 2010 to info@desana-usa.com, attn. Julia Singer.*

Thonhauser USA, Inc.
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www.thonhauser.net



PRIMARY RESPONSIBILITIES:

- Present and sell our beverage-dispensing-hygiene product line to current and potential customers
- Design, manage and sell efficient and effective selling propositions that demonstrate value add to customers and prospects
- Build and cultivate relationships and business partnerships as a sales/marketing consultant with large and small prospects
- Provide customers with the highest standard of customer service through contact, follow up and consultation after the sale to promote growth in the entire US market
- Identify leads, create and maintain prospect/customer database
- Contact prospective customers through a combination of telephone and in person contact to obtain appointments for sales meetings
- Penetrate clients' headquarters and field organizations to develop strong business relationships and strategic alliances
- Prepare revenue forecasts, marketing budget and quotes for key accounts for the beverage-dispensing-product line, in co-operation with the Managing Director
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made
- Develop and implement special sales activities to reduce stock
- Close the sale, gather all detailed information, and develop a sales plan for each account
- Continuously evaluate competitive activity and improve on sales technique to attain new accounts
- Prepare and perform sales calls including product presentations/demonstrations, travel nation-wide to visit prospects and present the company during trade shows and conferences
- Follow up on new leads and referrals resulting from field activity
- Manage account services through quality checks and other follow-up
- Identify and resolve client concerns, co-operate with Thonhauser's technical support and operations management to resolve customer issues/problems
- Report and communicate to managing director on a monthly basis new product and service opportunities, special developments, information, or feedback gathered through field activity
- Other duties as assigned

ADDITIONAL RESPONSIBILITIES:

- Participate in marketing events such as seminars, trade shows, and conferences
- Network with stake holders during industry events and social media, create and manage quarterly e-newsletter blasts, social media content, season mailings etc.
- Follow-up for collection of payment
- Provide on-the-job training to new sales employees
- Gain beverage supplier approvals from corporate offices where required
- Constantly scan industry media (print and online) to gain market insight, identify prospects and stay up-to-date

KNOWLEDGE AND SKILL REQUIREMENTS:

- Ability to persuade and influence others, strong interpersonal and communication skills
- Highly motivated and result-oriented, positive attitude and a strong work ethic
- Sense of urgency and commitment with strong follow up skills
- Proficient in building strong, long-lasting client relationships
- Professional in appearance and demeanor, excellent verbal and written communication skills
- High school diploma or bachelor degree (marketing/sales/business administration)
- State of the art computer skills (Mac or PC); familiarity with social networks and new media management is a plus
- Minimum of 4 years of experience in - and a thorough understanding for the brewing industry and/or dispensing equipment industry or in a related area
- Proven track record in developing industry relationships with clients and peers, vendors and business partners
- Familiar with a variety of the field's concepts, practices, and procedures
- Leadership skills, ability to make consultative and creative decisions to address strategic marketing initiatives
- Ability to develop and deliver presentations, ability to create, compose, and edit written materials; basic knowledge of advertising and sales promotion techniques
- Work requires significant travel within the entire USA to current and potential clients
- Work requires willingness to work a flexible schedule and occasional overnight travel

WORKING CONDITIONS:

- Work requires significant travel within the entire USA and may require occasional overnight travel and weekend and/or evening work
- Monthly office meetings in Cincinnati/OH or Harrison/NY, rest of the time work is self-organized/home office based; possibility to work from our OH/NY office
- Sales Representative receives an established base salary that covers compensation for a full time position plus commission based on productivity
- Health insurance plus monthly travel expenses compensation
- Interesting growth opportunities, small family-orientated work environment
- Great flexibility and potential to creatively shape a strong, growing team

FURTHER INFORMATION:

- www.desana-usa.com
- Submit your CV until April 15th 2010 to info@desana-usa.com, attn. Julia Singer.