

"At Diehl, we combine tradition with innovation to provide **sustainable solutions** for our customers."

MAKE IT WORK SMARTER



Sales Manager - Western USA

These are your tasks:

- You promote Diehl Metering and the HYDRUS product line as well as the IZAR Stella AMI system to US water utilities. This includes attending local, regional, and national conferences and exhibitions.
- You develop and execute a regional marketing plan and sales strategy, including presentations, workshops, and identifying distribution partners.
- You create and maintain accurate quarterly and annual sales forecasts and provide regular updates and reports.
- You secure pilot projects and product approvals by achieving pilot/test targets and gaining utility acceptance.
- You meet or exceed annual sales targets by managing a long-term, complex sales cycle and building strong customer relationships.

Who we are looking for:

- You have at least seven years of experience in municipal water, electric, or gas utility sales, with a proven track record in complex strategic sales.
- You hold a B.Sc./B.A. in Marketing, Business Administration, or a related field; or have at least 10 years of successful sales experience, including three years as a Regional Sales Manager.
- You are skilled at introducing new products and companies to the market, delivering presentations, and educating utility stakeholders.
- You have knowledge of water metering and Advanced Metering Infrastructure (AMI); familiarity with HYDRUS and IZAR is a plus.
- You are fluent in English, highly mobile, and comfortable traveling locally, regionally, nationally, and occasionally internationally (50–75% travel).

Work location: Western US

Job Level: Professional

Working mode: Remote working

Working time: Full time






Employment contract: permanent

Division: Diehl Metering

Start: As soon as possible

As an established company, we aim to achieve solid and lasting growth. You will enter into a diverse corporate world, which gives you the room to develop your own ideas and solutions, of which both you and we are proud. We offer an excellent benefit package, flexible working hours, tools for professional and personal development and the opportunity to be part of a growing subsidiary within an international company. Diehl Metering is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

These are your potential benefits

-  Professional and personal development
-  Flexible working hours
-  Family-owned company
-  Company pension
-  Extra vacation days

Achieve what matters, with Diehl.



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