

Job Description – Cryogenics BU Product and Sales Manager (Standard Product Lines)

1.0 Purpose :

Job Descriptions are part of Company Quality Policies and Procedures.

This standard defines the tasks and responsibilities of the Product and Sales Manager for the Cryogenics Business Unit's standard product lines. The standard is valid for all employees associated with this role.

2.0 General:

The Product and Sales Manager is responsible for product planning and execution throughout the product lifecycle, including: gathering and prioritizing product and customer requirements, defining the product vision, sales, marketing, and working closely with engineering to ensure revenue and customer satisfaction goals are met.

3.0 Tasks and Responsibilities:

The Product and Sales Manager shall be responsible for, but not limited to, the following:

The co-ordination of all activities related to the following tasks:

- Define the product strategy for the Linde Cryogenics product line.
- Travel to current and prospective customers 50% of time.
- Maintain and build long term customer relationships with new and current customers.
- Attend industry conferences to promote Linde products.
- Prepare sales proposals for the standard product lines.
- Global order intake and sales forecast for the Linde helium systems with expansion engines (Linde Cryogenics standard product line).
- Order intake and sales forecast for the Linde helium systems with turbine expanders (Linde Kryotechnik standard product line) in the Americas.
- Market analysis (market, customers, market drivers, competitors, market shares, review of portfolio)
- Maintain documents and presentations for company products (portfolio, web site etc.).

4.0 Education and Experience Required:

- BS Engineering, Chemical preferred.
- Minimum five years experience in the helium cryogenic process plant industry.
- Minimum two years project management/engineering or Process Engineering experience preferred.

5.0 Skills Required:

- Intermediate level skills with Microsoft Office software, Lotus Notes, and other Company and discipline specific software applications.
- Ability to work with minimal supervision.
- Attention to Detail
- Effective analytical and problem-solving skills
- Ability to prioritize workload to meet deadlines

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- Working knowledge and experience in the use or preparation of budgets, schedules, and estimates.
- Effective communication skills both verbally and in writing with superiors, colleagues, and individuals inside and outside the Company.

6.0 Travel Percentage:

Moderate, 50%

7.0 Physical Requirements:

- While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to sit. The employee is occasionally required to stand; walk; use hands to finger, handle or feel; reach with hands and arms; climb or balance; and stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 10 pounds and occasionally lift and/or move up to 40 pounds. Specific vision abilities required by this job include close vision, color vision, and ability to adjust focus.

8.0 Department:

- Cryogenics

9.0 Reports To:

- Business Unit Manager

10.0 FLSA Status:

- Exempt

11.0 Direct Reports:

- None

12.0 Salary Grade

- 11

13.0 Approval:

- Manager: _____ Date: _____
- Employee: _____ Date: _____