

## Area Sales Manager at PCI Membranes

### Position information:

Job title: Area Sales Manager

Salary range: TBD

Department: Sales/Commercial

Reports to: Director of Sales

Area: France, DACH and BeNeLux

Products and services sold:

- Tubular, spiral-wound and hollow fibre membranes for process applications and water and wastewater treatment;
- Pilot trials, commissioning and engineering services to end users and system integrators;
- Full-scale filtration stacks and plants to end users and system integrators.

### Company overview:

PCI Membranes is the membrane business of Filtration Group.

Filtration Group is on a mission to make the world safer, healthier and more productive. With a passionate workforce, global footprint and world class engineering and manufacturing capabilities, we are driving innovation and developing solutions across a broad spectrum of applications in the fast-growing and rapidly-evolving global filtration industry. We are committed to maintaining an entrepreneurial culture built on a foundation of trust and in which our leaders exhibit a strong bias for action.

The Company began in 2009 and has rapidly grown organically and through a thoughtful acquisition strategy to be a global leader in the highly attractive filtration industry. Filtration Group has the broadest portfolio of solutions in the industry and has had a particular focus on building a leading platform of solutions focused on the Life Sciences and Indoor Air Quality end markets which are rapidly growing in the current market environment. Filtration Group operates across a wide variety of attractive end markets and produces mission critical products with high replacement rates. Over 80 percent of the Company's revenue comes from replacement / consumable products, many of which are specified into customer's products or processes.

With revenues of \$1.4 billion, Filtration Group is consistently recognized as the fastest growing and one of the largest filtration businesses in the world and has a global footprint of 141 facilities in 28 countries. Filtration Group has over 6,000 employees who are united in their Mission to make the world safer, healthier and more productive.

Filtration Group is an affiliate of Madison Industries, one of the largest and most successful privately held companies in the world. Madison builds entrepreneurially driven, branded market leaders that are committed to making the world safer, healthier and more productive by creating innovative solutions that deliver outstanding customer value. The team at Madison is committed to building something truly remarkable that long outlasts them while coaching others to reach their highest potential. Madison's footprint spans across Europe, Asia and the Americas operating over

216 facilities in 45 countries, with over 12,000 engaged employees. Having successfully built market leaders in filtration, medical, safety, instruments, heat transfer, and indoor air quality, Madison generates revenue of \$5 billion, with an enterprise value worth well over \$7 billion.

**Position summary:**

To expand and strengthen our Sales team, we are looking for a full-time sales representative (m/f/d) with industry experience. The Area Sales Manager is responsible for managing existing and developing new customer relationships, selling PCI Membranes' products and solutions, and driving profitable business growth in the territory.

The ideal candidate is experienced and has a strong and proven track record in a Technical and Sales background.

**Key functions and responsibilities:**

- Customers and partners acquisition and support, acting as a trusted advisor and solving problems (both pre- and post-sale);
- Developing and maintaining customers, partners and influencers relationships;
- Creating new business opportunities in new and existing markets;
- Check customer's requirements for technical, economic and temporal feasibility;
- Budget estimation and writing proposals of sales projects and trials;
- Internal and external support of sales projects up to the delivery of products and trials up to their conclusion;
- Effectively closing orders and negotiating pricing terms and conditions;
- Ensuring customer satisfaction through the entire sales cycle;
- Hitting and exceeding mutually agreed sales goals and objectives within the assigned territory, aligned to the company's Strategic and Marketing Plans;
- Preparing customer/business reports for internal use and keeping customer records;
- Developing a thorough knowledge of PCI Membranes' products and applications;
- Working collaboratively with the internal stakeholders (such as Design, Development, Production, R&D, etc.);
- Contributing to content creation for marketing collaterals and relevant social media;
- Providing pre-sales technical assistance and product education;
- Providing after-sales support services and technical backup as required;
- Participating to relevant exhibitions, conferences, seminars and industry meetings;
- Sharing business and industry intelligence with Sales, Business Development, Marketing and Technical departments;
- Performing job duties with business ethics that represent the company in accordance with its values and vision;
- Performing any other activity that is mutually agreed for the purpose of supporting the PCI Membranes' business.

**What we offer you:**

- The possibility to make the work a safer and better place;

- Diverse development opportunities with a high degree of freedom and personal responsibility;
- Team competence and flat hierarchies;
- Qualified induction program;
- An attractive salary and bonus scheme;
- Medical cover (appropriate to the country of location);
- Pension scheme (appropriate to the country of location);
- Car allowance.

**Your skills:**

- Education: B.Sc. (M.Sc. preferred) in Chemical or Environmental Engineering or similar;
- Experience: 3+ years in a similar position, preferably selling membrane filtration products and/or systems (especially, in the F&B and process industries);
- Specific skills:
  - Proven combination of technical and commercial skills;
  - Passion for sales;
  - Interest in membrane filtration applications;
  - Customer-centric focus;
  - Strong interpersonal and communication skills;
  - Senior-level negotiation and closing skills;
  - Analytical skills;
  - Value-based decision making;
  - Problem-solving attitude;
  - Team-working skills;
  - Strong business acumen;
  - Strategic thinking;
  - Ability to drive change;
  - Offline and online presentation skills;
  - Ability to work effectively and independently from a virtual or mobile office;
- Specialized knowledge, licenses, etc.:
  - Able to communicate effectively in English and French or German (both written and verbal);
  - Prior membrane filtration experience (MF/UF/NF/RO);
  - Prior knowledge of F&B and process applications for spiral-wound membranes;
  - Pilot trials planning and execution skills;
  - CRM software knowledge;
  - Clean and valid driver license in Europe;

**Working conditions:**

- 40 hours/week, assuming this is standard working hours for the country of location;
- Home-based, either in Germany, France or BeNeLux;
- Up to 50% travel (domestic and international).

To apply, please send your CV and covering letter in English at [nicola.prandi@filtrationgroup.com](mailto:nicola.prandi@filtrationgroup.com)

We're looking forward to meeting you!