

Business Development Manager – Liquid Process Filtration

Location: Poland or Italy

Sales responsibility for a defined region within Europe

International role | Primarily remote-based | Frequent travel across Europe

Are you a commercially driven professional who enjoys building long-term customer relationships, developing new markets, and turning technical challenges into business opportunities?

LPF (Liquid Process Filtration), part of Filtration Group, is looking for an experienced Business Development Manager to support the growth of both Amafilter® and PCI Membranes® within a defined European region.

In this commercially focused role, you will be responsible for developing business opportunities, managing key customer relationships, and driving profitable growth within the liquid filtration market.

What will you do?

- Develop and expand relationships with existing and new customers within the assigned European region
- Identify and drive new business opportunities within industrial filtration markets
- Represent both Amafilter® and PCI Membranes® products and solutions
- Work closely with EPCs, end-users, agents, and partners throughout the sales process
- Translate customer needs into value-added filtration solutions
- Lead the full sales cycle — from opportunity development to contract negotiation and closing
- Collaborate closely with Engineering, Project Management, Marketing, and Customer Service teams
- Manage forecasting, reporting, and CRM activities (Salesforce)
- Represent the company at industry events, conferences, and exhibitions

Who are we looking for?

We are looking for a proactive and relationship-oriented sales professional with experience in industrial solutions and an entrepreneurial mindset.

The ideal candidate:

- Has experience selling liquid filtration products or technical industrial solutions
- Communicates professionally in Polish, Italian, and English
- Enjoys building long-term customer partnerships rather than focusing only on short-term wins
- Works independently, takes ownership, and manages priorities effectively
- Combines commercial drive with a structured and disciplined way of working
- Understands customer processes and can translate technical challenges into business solutions
- Feels comfortable working internationally and traveling frequently across Europe

What do we offer?

- A strategically important role within a growing international organization
- High level of autonomy combined with strong global team collaboration
- The opportunity to shape business growth across European markets

- International exposure and cooperation with global commercial teams
- Space for initiative, professional growth, and long-term career development
- Compensation package depending on the country of employment, including a company car or car allowance and a variable incentive plan

You will join an international sales organization and become part of a global Business Development team operating across multiple regions worldwide.

Interested?

If you are ready to combine technical sales, relationship management, and international business development in one impactful role — we would love to hear from you.

Apply via LinkedIn or send your CV directly to our Head of HR:

Karolina.januszewska@filtrationgroup.com