

**JOB TITLE:** Area Sales Manager – Filter Media  
**LOCATION:** Remote (Preferred location Utah, Colorado or Arizona)  
**EXPERIENCE:** 5+ Years experience in Professional Sales preferably within the filtration technology market  
**EDUCATION:** BS degree in marketing, business or engineering  
**COMMUNICATION:** Please be assured that all correspondence is held in strict confidence; client will be identified during initial discussions

My client, a medium size global company, is expanding in North America and has a unique opportunity for an Area Sales Manager. My client manufactures synthetic filter media in Germany, Italy and the US for process equipment such as filter presses, centrifuges, vacuum belt filters, candle and plate filters as well as other technologies for the chemical, pharmaceutical, food, minerals & mining, alumina and other markets. Test facilities and other support is available for the end-users.

### **Job Summary:**

The Area Sales Manager will support direct sales efforts for the filtration media products and report to the Head of Sales/President in the US. The role will have influence over the sales territory within western territory of the US for driving sales growth and for providing excellent after-sales service to the customers. The role will strengthen and expand the Company brand, increase sales, profitability, and develop and implement the corporate sales strategy for the region.

### **Job Description:**

- Increase sales and achieve sales goals by developing sales strategies and completing sales and marketing plans and budgets
- Drive direct sales and develop new accounts, generate leads, further penetrate existing accounts and provide excellent customer service.
- Visit customers in the core markets to support the sales strategy
- Promote and sell filtration textile products, which are manufactured and designed to dewater slurries for recovering of the filtrate and/or the cake solids in process filtration, water and wastewater applications.
- Maintain good understanding and comprehension of the product's technical drawings
- Carry out market research and surveys to study customer base and competitor strategies
- Develop and implement sales strategies for the region along with the sales team
- Respond to RFQs, bid documents and similar
- Ability to present and sell to engineering, operations and senior leadership teams
- Develop and maintain a strong customer database in the Company CRM

**Job Qualifications:**

- This opportunity is only for a select professional who has experience in solutions-based technical selling of high value products by using creativity and expertise to transform ambiguous and often complex opportunities into significant deals.
- A passion for people with the ability to build and maintain strong relationships.
- Utilizing proactive and consultative sales skills, for highly engineered technologies to maximize sales of the Company's product lines by delivering true value-added solutions to the customer.
- Experience with direct sales and ability to build innovative sales strategies.
- Experience within the chemical, pharmaceutical, food, minerals & mining, alumina, phosphoric acid, aggregates (sand wash), and other filtration markets is strongly preferred.
- Excellent verbal and written communication skills.
- Strong customer services-oriented work philosophy.
- Willingness to work as a team member rather than individual.
- Use technical skills to explain the benefits of the products to customers and to show how the products are better than the competitors' products and can meet the objectives.
- Ability to read and understand technical drawings and convey all technical aspects of the product line is a required skill.
- Experience in working with ERPs and CRMs and advanced computer skills.
- Commercial or technical education/training to negotiate a price and complete the sale by understanding the sales cycle in competitive situations.
- Ability to travel and train with existing team members along with training at manufacturing facilities.
- Ability to conduct testing at customer sites.
- Be able to maintain a calm and business focus under stressful sales/business negotiations.

**END OF JOB DESCRIPTION**