



Area Sales Manager - Central Germany

Filtration Group SAS is a leading European player in industrial filtration. Subsidiary of Filtration Group Corp (USA), we have been active since the 1930s with the Eurofiltrec, amafilter® and now Global Filter brands. Filtration Group is committed to making the world a safer, healthier and more productive place, and we provide efficient and innovative industrial filtration solutions to the most challenging problems. Specialized in solid-liquid filtration, we offer filter cartridges, bags and filter vessels adapted to a large number of applications (chemical, food & beverage, cosmetic, energy, ...).

The Area Sales Manager Central Germany will report to the European Sales Director.

Position based in Köln area

Key Responsibilities:

- Develop and grow sales in his territory by identifying opportunities in the market and effectively executing objectives
- Work closely with senior management and technical teams to deliver customer value
- Plan and execute industrial sales strategy (F&B, Chemical, Pharma, Micro-Electrical, Cosmetic, etc) through a variety of direct and indirect channels
- Build customer relationships across the given territory
- Communicate product value and understand customer needs to solve customer problems
- Structure, negotiate and close deals
- Qualify and follow-up business opportunities
- Follow-up pricing policy
- Collaborate with Marketing and R&D department
- Using CRM Sales Force

What we are looking for:

- A **"Hunter"** minded individual with proven commercial acumen / sales experience
- Able to travel across given territory to visit prospects and customers (up to 70%)
- Technical understanding of filtration technologies
- Minimum 2 years' experience in a similar position
- Positive individual with strong communication skills in German and English
- Engineering or Technical degree preferred but not essential

Benefits:

- Competitive Salary DOE + Generous Commission Structure
- Strong and Supportive Company Culture
- Company Car
- Healthcare / Medical Insurance / Dental Insurance
- Retirement Pension
- Life Insurance
- Expenses

To apply, please send your CV and cover letter in English to
Hatim.elasslouj@filtrationgroup.com