

DESOTEC – B2B Client Acquisition Manager - Auvergne-Rhône-Alpes - France

B2B Client Acquisition Manager - Auvergne-Rhône-Alpes - France

Are you passionate about opening doors at clients by convincing them of excellent technical solutions? Is prospecting and winning new clients your second nature? Would you like to fight with us for a clean future? Then apply to **become our new B2B Client Acquisition Manager France**.

Who is DESOTEC?

DESOTEC is an international environmental services company that helps protect the planet with **sustainable mobile filtration solutions** for the purification of liquids and gases.

We have **approximately 450 employees, united in Generation D.**, who are all committed to helping protect the planet by driving positive ecological change across all industries.

Private equity funds managed by **Blackstone** acquired DESOTEC in 2021.

What do you do as B2B Client Acquisition Manager France at DESOTEC?

- **New Business Development:** As a **Sales Hunter**, your primary focus will be to generate, create, manage, and develop new business opportunities within our strategic target markets.
- **Technical and Commercial Solutions:** Provide technical and commercial solution support to prospects, leveraging the expertise of our in-house application specialists. You'll tailor solutions to meet the unique needs of potential clients.
- **Opportunity Management:** Actively track and manage opportunities through our sales-oriented CRM system. Maintain regular follow-ups with prospects at various levels, including purchasing, process engineering, and plant management.
- **Quotation Management:** Prepare and present offers, handling incoming requests promptly and efficiently.
- **Customer Base Expansion:** Employ active prospecting techniques to expand our customer base in your assigned region. This may involve participating in international trade fairs several times a year.
- **Frequent Travel:** Be prepared for regular travel within your assigned region, which may include overnight stays. Occasional travel to our headquarters in Belgium may be required.
- **On-site Engagement:** Spend a significant portion of your time on the road (~3 days per week), engaging with prospects and customers, consistently building and nurturing relationships.

You cover the **Auvergne-Rhône-Alpes region of France**.

What does your team look like as B2B Client Acquisition Manager France?

As B2B Client Acquisition Manager France, you will join a team of 8 wonderful, driven Sales colleagues in Auvergne-Rhône-Alpes France. This team is in close collaboration with our 4 internal sales colleagues. And it is also part of a total of 42 CAMs across Europe. You report to the Regional Business Director (RBD).

Who are you as B2B Client Acquisition Manager France?

- Proven track record of successful sales experience, with a focus on **new client acquisition**.
- Strong technical aptitude to understand and communicate complex solutions effectively. Work experience in **biogas, chemicals, water treatment, soil remediation** or **environmental** techniques is an asset.
- Excellent **communication** and **negotiation** skills.
- Self-motivated, goal-oriented, and a true "**hunter**" mentality.
- Willingness to **travel** frequently, with flexibility for overnight stays.
- Fluent in **French** and **English**; additional languages are a plus.

If you can't tick off all the boxes, but you do recognize yourself in our three core values *Teamwork, Excellence* and *Devotion*, then we definitely invite you to take a chance and apply!

What's in it for you?

It goes without saying that you get a lot in return in exchange for your unbridled dedication and enthusiasm:

- **A competitive salary** – We guarantee you a (more than) competitive base salary, depending on your experience.
- **Fringe benefits** – To optimize your salary package, you can count on a company car, a smartphone (iphone) with a mobile subscription, home occupation allowance,...
- **Discounts through partnerships** –As part of the Blackstone group, all internal DESOTEC employees also enjoy discounts on BRE-Hotels (a collection of Blackstone-owned hotels and resorts).
- **Work-life-balance / hybrid working** – You will work entirely from your comfortable **home office**. This flexible working arrangement allows you to start your workday in a relaxed manner, avoiding the morning rush, and to enjoy a high level of autonomy. Of course, you'll be in close touch with your colleagues and manager via Teams, and during our biennial International Sales Meetings in Belgium.]
- **Time off to schedule freely** – At DESOTEC there is no collective closure. You enjoy 25 paid vacation days and have the freedom to take 10 unpaid vacation days on top of that. This way you can increase your number of vacation days to 35 days!
- **Personal & professional growth** – You will have every opportunity to immerse yourself in your new role, but also to grow personally and professionally through an extensive range of training courses.
- **Fun and relaxation** – You will regularly be invited to one of the many afterworks and other fun activities. Each team also gets a team building budget – it's up to you how you spend it!

Our purpose and mission?

At DESOTEC, we are committed to building a **cleaner, greener world for all**. We strive to helping protect the planet by driving positive ecological change across all industries. Witness our mission with your own eyes in the DESOTEC [purpose movie](#).

Curious to find out more about your potential future employer? Check out www.desotec.com and follow us on LinkedIn, Facebook and Instagram via @desotec.

<https://www.desotec.com/en>