

DESOTEC – B2B Client Acquisition Manager – Italy (Milano-Torino)

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Are you passionate about opening doors at clients by convincing them of excellent purification solutions? Is prospection and winning new clients your second nature? Would you like to work with us toward a greener, cleaner future? Then apply to become our new B2B Client Acquisition Manager – Italy (Milano-Torino)

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.

Why are we hiring a Client Acquisition Manager – Italy at DESOTEC?

We are **growing rapidly across Europe** and are looking for a dynamic and driven sales professional to **help expand our customer base in Italy**. With increasing demand for sustainable purification, your role will directly support our mission of creating a cleaner world.

What will you do as Client Acquisition Manager – Italy at DESOTEC?

The right candidate will take on the challenge of identifying and winning new business opportunities across key industries, aligning technical solutions with our clients' needs.

- **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 in your assigned region. This may involve participating in international trade fairs several times a year.
- **Technical and Commercial Solutions:** Provide technical and commercial solution support to (potential) clients, leveraging your expertise and the expertise of our in-house application specialists. You'll tailor solutions to meet their unique needs.
- **Frequent Travel:** Be prepared for regular travel (~3 days per week) within (80% of your time on the road) and outside (20% of your time on the road) of your assigned region, engaging with prospects and customers. Overnight stays may occur 2 to 3 nights per month on average. Occasional travel to our headquarters in Belgium may also be required.
- **Opportunity Management:** Actively track and manage opportunities through our sales-oriented CRM system. Maintain regular follow-ups with prospects and clients at various levels, including purchasing, process engineering, and plant management.
- **Quotation Management:** In collaboration with our Internal Sales team, prepare and present offers, handling incoming requests promptly and efficiently.

What does your team look like as Client Acquisition Manager – Italy

As B2B Client Acquisition Manager – Italy, you will join a team of over 50 wonderful, driven internal and external sales colleagues across Europe. You will report to the Italian Sales Director.

Who are you as Client Acquisition Manager – Italy

- You have a proven track record of successful sales experience, with a focus on new client acquisition.
- You have a strong technical aptitude to understand and communicate complex solutions effectively. Work experience in chemicals, water and air treatment, environmental techniques or waste management is an asset.
- Bachelor's degree, preferably in chemical engineering.
- You have excellent communication and negotiation skills.
- You are self-motivated, goal-oriented, and have a true "hunter" mentality.
- You are willing to travel frequently, with flexibility for overnight stays.
- You are fluent in Italian 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 with charging or fuel card, a smartphone with a mobile subscription, a sales bonus.
- **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 22 paid vacation days, 32 hours ex festività and the option to take 10 extra unpaid vacation 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.
- **Structured onboarding** – We prepare a tailored onboarding plan for every new starter, ensuring a smooth integration into your team, tools, and DESOTEC's mission from day one.
- **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.

