

DESOTEC – B2B Client Acquisition Manager – Southwest France

B2B Client Acquisition Manager – Southwest France

Are you passionate about opening doors at clients by convincing them of excellent purification solutions? Is prospecting 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 – Southwest 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 500 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 – Southwest France?

We currently have a colleague who dedicates most of his time to Southwest France and partially to Spain. The plan is ongoing to orientate this colleague more towards Spain, so we are looking for a new team member to gradually take over the Southwest France region.

The handover will be fully ensured. 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 – Southwest France 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 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 (Salesforce). 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 – Southwest France?

As B2B Client Acquisition Manager – Southwest France, you will join a team of +/- 58 wonderful, driven internal and external sales colleagues across Europe. You will report to the Regional Business Director responsible for France, Portugal & Spain.

Who are you as Client Acquisition Manager – Southwest France?

- You live in the area around Bordeaux / Toulouse / Pau.
- You have a proven track record (min. 5 years) 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 biogas, chemicals, water treatment, soil remediation or environmental techniques is an asset.
- 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 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 with charging or fuel card, a smartphone with a mobile subscription, pension plan and 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 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.
- **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.

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