

DESOTEC – B2B Client Acquisition Manager - Sweden

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Are you a natural-born sales talent with a passion for a cleaner world?

Do you love convincing new clients of smart, sustainable purification solutions? Does prospecting and closing deals energize you?

Then we've got the perfect job for you!

At DESOTEC, we're looking for a driven **B2B Client Acquisition Manager – Sweden**. Someone who opens doors, creates opportunities, and helps us build a greener future.

What do you do as a B2B Client Acquisition Manager – Sweden?

Are you energized by chasing new opportunities, connecting with people, and making a real impact? As our **B2B Client Acquisition Manager for Sweden**, you'll be at the forefront of DESOTEC's growth – shaping the future of clean, sustainable solutions across industries. Here's what your role will look like:

- **Drive New Business**

You're the sales hunter of your region – identifying, creating, and developing new business opportunities within our strategic target markets. You don't just knock on doors; you open new ones.

- **Offer Smart, Tailored Solutions**

You listen first. Then, together with our expert technical team, you craft technical and commercial solutions that truly match the prospect's needs. Your mix of people skills and technical thinking makes the difference.

- **Own Your Pipeline**

You keep a clear overview of your leads and opportunities in our CRM system, follow up actively with all relevant stakeholders – from purchasing to process engineering and plant management – and make sure no momentum is lost.

- **Create & Present Offers**

You respond swiftly and professionally to incoming requests, and you prepare convincing offers that show our value.

Who are you as a B2B Client Acquisition Manager – Sweden?

You're someone who thrives on challenge, loves connecting with people, and gets energy from turning opportunities into results. Here's how we picture you:

- **You're a born sales professional**

With a strong track record in B2B sales, especially in acquiring new clients, you know how to spot opportunities and turn them into long-term partnerships.

- **You understand technical solutions – and can explain them clearly**

You're curious by nature and love diving into complex topics. Experience in biogas, chemicals, water treatment, soil remediation or environmental technologies? That's a big plus.

- **You're a confident communicator and natural negotiator**

Whether it's one-on-one or in front of a room, you know how to inspire trust, bring clarity, and close the deal.

- **You're driven and self-starting**

You work with purpose and independence. Goals motivate you, and your hunter mindset keeps you moving forward.

- **You're based in Sweden – and you love being on the move**

Ideally, you're located in the triangle between Stockholm, Gothenburg, and Malmö, and you're well connected in the area. You're also excited about traveling regularly throughout Norway (and beyond). Whether it's visiting a client site or joining a strategy session in Belgium, you enjoy both local and international travel.

- **You speak the language(s)**

You're fluent in Swedish and English. Speak Norwegian or another Scandinavian language too? Even better!.

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 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.
- **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>