

DESOTEC – Technical Sales Engineer USA – West Coast, East Coast, Gulf Region, MidWest, Atlantic

Position Specification: Desotec Sales Engineer USA – West Coast, East Coast, Gulf Region, Atlantic, MidWest

About Desotec

Desotec, a Belgium-based company acquired by Blackstone in 2021, is Europe's leading provider of mobile filtration solutions. Our broad range of solutions enable customers to comply with environmental regulations and sustainability requirements through a unique and innovative closed-loop, "Filtration-as-a-Service" rental solution.

Since its inception in 1990, Desotec has pioneered the market for mobile filters, achieving exponential growth across its five key application fields of air emissions, biogas, chemicals, remediation, and wastewater.

Headquartered in Roeselare, Belgium, DESOTEC today employs approximately 250 people across Europe, and has continued to expand into new markets throughout the last decade.

Desotec is now stepping into the USA with solutions for the growing filtration demands in North America, leveraging our European expertise, and are targeting further exponential growth in a market which has enormous potential for our applications. Pioneer Sales Engineers are therefore more than welcome!

About Blackstone

The Blackstone Group (NYSE:BX) is one of the world's preeminent and most innovative investment firms. They seek to create positive economic impact and long-term value for their investors, the companies they invest in, and the communities in which they work. Blackstone does this by using extraordinary people and flexible capital to help companies solve problems. Their \$975 billion in assets under management include investment vehicles focused on private equity, real estate, public debt and equity, life sciences, growth equity, opportunistic, noninvestment grade credit, real assets, and secondary funds, all on a global basis.

The Firm was founded in 1985 by Stephen A. Schwarzman, Chairman and Chief Executive Officer, and Peter G. Peterson, who retired as Senior Chairman in 2008. Today, Blackstone is a firm of more than 3,795 employees in 26 offices worldwide. Its portfolio companies employ more than 500,000 people across the globe. The Firm's investment objective is to preserve and grow limited partners' capital; provide financial security for millions of retirees and sovereign wealth funds, as well as other institutional and individual investors; and contribute to overall economic growth.

As a Technical Sales Engineer in the USA, you'll get the following tasks/responsibilities:

- You **manage and develop new business** in a particular region of North America within the field of liquid and gas purification within the company's strategic target markets: Air emission, Wastewater, Biogas, Remediation & Chemicals.
- You provide **technical and commercial solutions** to customers at all levels: purchasing, process engineering, plant management), with appropriate follow-up.
- You make the **offers** and handle the **new requests**.

- Through **active prospecting** you expand the customer base in your assigned region. For this purpose, you also participate in international trade fairs several times a year.
- You are **prepared to travel frequently** with regular stays overnight as well as occasional travel to the headquarters in Belgium.

Do these tasks and responsibilities appeal to you? Then take a look and see if you recognize yourself in the profile below!

Who are you as a Technical Sales Engineer in USA?

- You are a **(bio-)chemical or environmental engineer** with strong analytical skills.
- You are (ideally) **based in North America** and are open to travel in different directions within France depending on where extra sales support is needed.
- You have excellent communication skills in **English**, both verbally and in writing.
- Ideally, you have **at least 5 years of relevant work experience in a related sector**: biogas, chemistry, water treatment, soil remediation, environmental techniques, etc. Nevertheless, we can also provide extra training for more junior profiles.
- You like to **work independently** and are not afraid to assertively approach customers.
- You **work from home** and come to the head office in Roeselare on a regular basis.

What do you get in return for your work as a Technical Sales Engineer in North America?

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

- You will join an international, fast growing, innovative and sustainable company.
- You can enjoy a dynamic and team-oriented work environment.
- You can fully reap the benefits of a workplace that is committed to continuous opportunities for further development. Personal and professional growth? Check! ✓
- You will receive a competitive and motivating salary package (company car + fuel card included).

To protect the planet – that’s our mission at 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’re committed to building a **cleaner, greener world for all**. With our unique sustainable, mobile filtration solutions, purifying liquids and gases, we are committed to helping protect the planet by driving positive ecological change across all industries.

Join Generation D!

DESOTEC has about **350 employees**, united in Generation D., who are all committed to help protect the planet by driving positive ecological change across all industries. Private equity funds managed by Blackstone acquired DESOTEC in 2021. Further information is available at www.desotec.com.

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