

DESOTEC – Sales Development Representative

Sales Development Representative

Looking for a job where you have a **direct impact** on the success of a company? Do you want to use your commercial mindset, communication and (social) networking skills and customer-oriented attitude to make an **important contribution to our growth, and therewith to the environment?** Then the vacancy as Sales Development Representative at Desotec is for you!

Why are we looking for a Sales Development Representative?

At Desotec, we are looking for a new colleague who will work closely with our U.S. sales team (Sales Engineers and Customer Service) in the context of **exponential growth**.

As a Sales Development Representative at DESOTEC, you will be trusted to...

- Generate leads in collaboration with our Sales Engineers,
- Set up appointments with prospects and customers for the Sales Engineers,
- Carry out non-commercial customer follow-up-actions to maintain and strengthen customer relationships,
- Create content that Sales Engineers can use during their sales meetings and for marketing campaigns, in collaboration with our Business Development department.

Who are you as a Sales Development Representative at DESOTEC?

- You have a bachelor's degree,
- You preferably have a first working experience in a commercial function,
- You are a networker at heart,
- You are a go-getter who always believes in a positive result,
- You immediately spot commercial opportunities and know how to respond to them quickly and effectively,
- You are fluent in English. Additional language skills (e.g. Spanish) is considered a plus.
- You have experience with ERP and CRM systems.
- You have a healthy interest in all things technical and sustainable.

What do you get as a Sales Development Representative at DESOTEC?

- You will receive a competitive and motivating salary package in line with your experience.
- You will become part of a dynamic, exponentially growing, innovative, sustainable company, with a clear vision to expand globally.
- You will be a pioneer and therefore play a key role in Desotec's expansion in the U.S. as one of our Sales Development Representatives in North America.
- You will get continuous opportunities for further professional development and growth.

To protect the planet – that's our mission at DESOTEC.

Desotec's **sustainable mobile filtration solutions** based on activated carbon are deployed for the treatment of Air Emissions, Wastewater, Remediation, Chemicals and Biogas. Through a **rental model**, our filters are distributed to production companies globally. Once the filter is saturated, it is replaced, and the spent carbon sent for **recycling & re-use**. That is how we **unburden our customers** of the administrative, moral, logistical and ecological consequences of their purification needs. The result: they can focus 100% on what really counts - sustainable production.

That is how we fight for (y)our brighter future!

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