

## DESOTEC – Sales Engineer - Service Solutions

### Sales Engineer – Service Solutions

#### About Desotec US

Desotec US is a leading carbon services company specializing in **mobile activated carbon filtration solutions and filtration as a service**. We support a wide range of industrial customers in solving complex purification, emissions, and remediation challenges through engineered, mobile filtration systems and full-service carbon lifecycle management.

#### Position Overview

The Services **Sales Engineer** will be responsible for driving revenue growth within an assigned territory by selling Desotec's **carbon services** including bulk/loose carbon sales, slurry, and vacuum and re-bed services. This role combines technical expertise with strong commercial acumen, focusing on identifying customer needs, communicating Desotec's differentiating services and reactivation capabilities, and closing opportunities that deliver value for the customer and meet Desotec's business objectives.

The ideal candidate has an engineering degree (or equivalent technical experience) and **a minimum of 5 years of experience selling aftermarket or service solutions**. This is a remote position requiring regular customer travel within the assigned territory.

Typical territory revenue responsibility \$1 to \$3 MM (not confined to this range).

#### **Key Responsibilities**

- Develop and execute a strategic sales plan to achieve or exceed territory revenue targets.
- Solely focused on delivering sales growth for servicing of the installed base of activated carbon filters predominantly with new customers and/or new applications.
- Identify, qualify, and pursue new business opportunities across industrial, environmental, and manufacturing sectors.
- Serve as the technical expert on Desotec's reactivation and service capabilities.
- Conduct on-site customer visits, system assessments, and technical presentations.
- Work closely with engineering, operations, and service operations teams to ensure successful project delivery and customer satisfaction.
- Manage the full sales cycle from opportunity identification through proposal development, negotiation, and closing.
- Maintain accurate CRM records, forecasts, and activity reporting.
- Stay current on industry trends, regulations, and competitive technologies relevant to activated carbon and spent carbon services.
- Represent Desotec at trade shows, conferences, and industry events as required.

#### **Required Qualifications**

- A Bachelor's degree (B.A. or B.S.), or equivalent from four-year college or university is required.

- **Minimum 3 years of professional sales experience** selling either water/wastewater processing, hydrocarbon processing, or air/gas processing, or emissions control.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, presentation, and negotiation skills.
- Ability to work autonomously in a remote environment and manage territory travel.
- Valid driver's license and ability to travel regionally (up to 50–70% depending on territory).

#### **Preferred Qualifications**

- Engineering or Chemistry degree/background is preferred
- Experience with activated carbon, industrial filtration, environmental remediation, emissions treatment, or related technologies.
- Prior work supporting environmental, chemical, manufacturing, or industrial clients.
- Experience selling aftermarket or service solutions into industrial markets.
- Working knowledge of commercial terms and conditions to assist in contract negotiations.

#### **What We Offer**

- Competitive compensation package including base salary + performance incentives.
- Full benefits package (medical, dental, vision, 401k, etc.).
- Company vehicle or travel allowance.
- Training and professional development within a growing global organization.
- Opportunity to make a meaningful impact by helping customers improve environmental and operational performance.

*DESOTEC'S mission is to protect our planet. We provide end-to-end purification solutions for pollution in air, water and other gases and liquids. We do this by supplying mobile activated carbon filters to our B2B customers. We recycle our own saturated filters by taking back the spent activated carbon for reactivation, making our filter solutions circular.*

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