

DESOTEC – Technical Sales Engineer - Southern California

Now Hiring: Technical Sales Engineer – Southern California (Immediate Start)

Are you driven by the thrill of winning new clients and opening doors to cleaner, smarter purification solutions? Does prospecting come naturally to you? Do you want to play a key role in shaping a cleaner future? If so, we invite you to apply for our **Technical Sales Engineer** position based in **Southern California, USA**.

What You'll Do

As our Technical Sales Engineer, you'll lead the charge in expanding DESOTEC's footprint across the Southwest region. Your key responsibilities will include:

- **Sales Hunter** Identify, generate, and develop new sales opportunities across strategic target markets.
- **Tailored Technical & Commercial Solutions** Collaborate with our in-house application specialists to craft custom solutions that meet each prospect's needs.
- **Sales Pipeline Management** Monitor and manage opportunities using our CRM system, following up regularly with decision-makers in purchasing, engineering, and management.
- **Offer Creation & Presentation** Handle incoming requests with agility and prepare compelling proposals that stand out.
- **Customer Acquisition** Execute targeted prospecting strategies to grow our customer base throughout the USA.
- **Frequent Regional Travel** Expect travel across Southern California, Arizona, and Nevada (~3 days/week), including occasional overnight stays.
- **In-Person Client Engagement** Strengthen client relationships through regular on-site visits and hands-on collaboration.

What You Bring

You thrive independently and bring energy and expertise to every conversation. We're looking for someone who:

- Holds an engineering degree or a related technical field.
- Ideally resides in Southern California or the Southwest area.
- Communicates with clarity and confidence—both written and spoken.
- Brings at least **5 years of industrial selling experience** (e.g., refining, chemical, biogas, water/wastewater treatment, environmental remediation).
- Is comfortable working remotely and proactively reaching out to prospective clients.

What You'll Get

At DESOTEC, we believe in rewarding talent and commitment. You'll enjoy:

- Competitive salary and performance-based compensation

- Benefits effective from day one
- Customizable benefits package
- 401k match—dollar-for-dollar up to 4% of annual salary
- Paid holidays and parental leave
- Career development & promotion opportunities
- On-the-job training and growth support
- Flexible Spending Account (FSA) options
- A front-row seat in a vibrant, sustainable company on a mission

Our Purpose

DESOTEC is on a mission to protect our planet. We provide mobile activated carbon filtration solutions for purifying air, water, and other gases and liquids. Our circular model reactivates spent carbon, making our solutions not only effective—but sustainable.

“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!

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