

Area Sales Manager - Disruptive membrane solutions

Are you a sales/account manager/specialist with experience from filtration or process technology? Are you interested in working in a fast-paced, entrepreneurial company? Can you identify and cultivate business relationships and opportunities within the pharma and biotech industries? Then you are very likely the new Area Sales Manager SANI Membranes has been looking for to sell innovative membrane solutions based on the unique Vibro™ Technology.

As our new Area Sales Manager, you will become a part of a dynamic team in a fast-growing company. You will be working with a unique filtration technology used across several industries for many different purposes.

Main responsibilities & tasks

- Proactive sales of our product portfolio of membrane filtration solutions, spanning from 0.0035m²-80m² membrane surface
- Drive critical after-sales activities
- Build and maintain strategic customer relationships
- Penetrate new markets
- Showcase our solutions at conferences and trade fairs

You will engage with our commercial team, consisting of highly dedicated and experienced professionals in sales, marketing and process engineering. You will refer to the Head of Sales – Global.

As our new Area Sales Manager, your key selling-points will be:

- Improved separation, due to sharper cut-off
- Reduced fouling
- Reduced energy-consumption
- Higher yield recovery
- High concentration
- Ability to handle high viscosities and solid loads
- Gentle product handling, with no shear

To succeed in this role you have;

- Sales experience in filtration and/or process engineering
- Knowledge of processing equipment, such as pumps, valves, filters, PI and flow charts
- You have a background as an engineer, chemist, pharmacists, process technologist, laboratory technician, bio technician, mechanical engineer or similar

- You are fluent in English, both written and oral
- Can manage and oversee all commercial aspects of your portfolio
- You have excellent presentation skills

Additionally, it will be a plus if you:

- Speak a second European language
- Have experience in membrane filtration (MF/UF)

About SANI Membranes

We produce ground-breaking filtration solutions from recyclable materials that reduces energy-consumption in process industries and creates substantial improvements in process control, yield and quality.

SANI Membranes was founded in 2014 and is currently undergoing tremendous growth, following the invention of a new technology for micro- and ultrafiltration, and a recent capital investment. Our solutions are easy setup and run-in at our customers' locations. Our solutions are widely used all over the world by academia and manufacturing companies of all sizes, in laboratories and production facilities.

Our daily routine is characterized by open communication, humor and an informal tone in the workplace.

Our technology offers significant commercial benefits while simultaneously facilitating greener production processes for numerous industries. You will therefore play an important part in the green transition for pharma and biotech companies.

Application

For further information on the position, contact Thomas Neil Skov, on tns@sanimembranes.com or +45 40145521

Forward cover letter and resumé to phn@sanimembranes.com marked "att. Philip Hindsgaul-Nissen, Area Sales Manager".

Employment mode: Full time

Functional Area: Sales

Location: Farum, Denmark, or remote.