



Area Sales Manager

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 may be the new Area Sales Manager at SANI Membranes

As our new Area Sales Manager, you will become 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 diverse applications.

Key responsibilities

- Proactive sales of our product portfolio of membrane filtration solutions, spanning from 0.0035 m² – 80 m² 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.

- Your key selling points will be:
- Improved separation, due to a sharper cut-off
- Reduced fouling
- 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, pharmacist, process technologist, laboratory technician, bio technician 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)

A growing team of visionary professionals

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 to 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.

We are looking forward to hearing from you

Apply today by forwarding your cover letter and resumé to phn@sanimembranes.com, marked "Application: Area Sales Manager"

For further information, please contact Thomas Neil Skov through tns@sanimembranes.com or +45 4014 5521

Position type: Full time

Area of work: Sales

Location: Farum, Danmark, or remote