

Job Description: Business Development Manager Membrane

COMPANY PROFILE

ALSYS is a multinational Specialty Group headquartered in France, with expertise in technologies for air and water preservation including filtration and catalysis. With unique abilities in its business areas, ALSYS designs, manufactures and supports the implementation of advanced materials, industrial equipment and process engineering. Our vision is to meet the economic, technological and environmental challenges of the Factory of the Future by making sense out of innovation and responsible growth. Our ambition is to serve high-stakes markets such as Water, Oil & Gas, Chemistry, Power Generation, Gas Emission Control and Human & Animal Feed. With a global presence through its extended network of subsidiaries, engineering centers and production facilities in Europe, North America and Asia, the Group supports the development of its customers with sustainable solutions, tailored services and ambitious innovative projects.

ROLE SUMMARY

We are looking for an entrepreneurial-minded team member to join our global business unit for membranes technologies. The successful candidate will drive revenue and market share growth of our complete system solutions for the municipal and industrial **water industry** as well as the food and chemical **process industries**.

- You will be part of a global membrane team collaborating with and supporting other **Alslys group business units: CeraMem, ClearBakk Water Solutions, Orelis Environnement and CTI**

- You will be working with a customer centric mindset along with our business units, the engineering, R&D and production departments, delivering an outstanding customer experience over the product lifecycle

- **Key customers** include end-users, engineering companies, Original Equipment Manufacturers (OEMs)

- You are expected to develop the business for selected regions, increase market presence, and build a strong reputation and credibility with our targeted customer base

- **Key countries** are USA, Canada, Germany, North-European countries, China, India

- You have a strong passion for process, projects and membranes

- The position is based in **North America** (Boston, USA or Calgary, Canada) or in **Europe** (Lyon, France or Salindres, France) but based on the candidate background we are open for an alternative set-up

- We offer a strong opportunity for professional and personal development in an international and fast-growing business within a frontier technology area

ESSENTIAL DUTIES AND RESPONSIBILITIES

- **Grow business for sales and service** in selected regions
- Support business units on technical and commercial matters
- Your feedback on key customer requirements and market trends will drive future membrane product and processes development
- Take ownership of the complete product lifecycle and become a recognized expert in our key markets
- Ensure long term membrane competence in Alslys business units
- Define and enable the sales strategy
- Generate commercial proposals
- Negotiate the contract with the customer
- Develop a sales representative network in the selected regions

EXPERIENCE AND EDUCATION REQUIREMENTS

- Experience with **membrane technologies and separation processes**. Typical auxiliary technologies include biological treatment, screening, dissolved air flotation, physico-chemistry, reverse osmosis, chromatography and ion exchange resins
- Industrial experience is mandatory
- A minimum of 5 years in the field of sales or combined sales and engineering work is required
- Experience with polymeric and/or ceramic membrane technologies
- Experience with engineered project sales and/or process-oriented project sales
- Bachelor's or Master's degree required in a relevant technical field

ADDITIONAL REQUIREMENTS

- **High level of autonomy and communications** skills on your own job success
- Good language skills. English is mandatory
- Prepared to travel regionally and internationally more than 50% of the time
- Valid local driving license
- Good intercultural understanding and interpersonal skills
- Customer focused, networker and team player
- The key is empowerment with accountability
- Highly qualified team members and colleagues with strong ambitions and drive

Please contact **Pierre-Emmanuel Goutorbe** ([linkedin.com/in/pierre-emmanuel-goutorbe-15a96b11](https://www.linkedin.com/in/pierre-emmanuel-goutorbe-15a96b11)) or **Benoit Tranape** ([linkedin.com/in/benoit-tranape-90714a20](https://www.linkedin.com/in/benoit-tranape-90714a20)) for more information.

Our e-mail address: recruitment@alsys-group.com