



## **Sales Manager**

**Position Location:** Novi, MI

**Position Type:** Direct Hire

**Position Salary:** Base Salary and Commission (Depending meeting sales goals)

**Start Date:** ASAP

## **Company Description:**

Boll Filter Corporation is the U.S. subsidiary of the renowned BOLL & KIRCH Filterbau GmbH in Germany, a world market leader in providing liquid and gas filtration equipment since 1950, with subsidiaries and sales/service offices strategically positioned around the globe.

Our core product line spans across three generic filter groups - simplex, duplex and automatic self-cleaning, all supported by replacement BOLLFILTER Genuine Parts. Each filter group is comprised of an extensive range of design variations to suite the specific industry and application where it will function.

Market diversification has been critical to our success over the years, as BOLLFILTERS are currently operating in many major filtration sectors around the world. Decades of research and development continues to be driven by the blending of knowledge gained from so many different application environments, providing the impetus to develop some of the most technologically superior products of its kind.

## **Job Description:**

For our headquarter in Novi, MI we are in need of an experienced Sales Manager to pursue sales opportunities within our main applications like Protection of Water Systems, Protection of Compressor and Turbines, Protection of Engines and Protection of Machining and Cleaning Systems. In this role, you will be responsible for planning and implementing sales activities to increase our market share in these industries. This position is a critical part of our leadership team, reporting directly to the sales director / president of the company and essential to support our aggressive organic growth targets.

## **Responsibilities:**

- Account Management - Play an active role in our attempt to expand existing presence in various industries
- Sales Management - Development of a strategy to increase the sales of our filter equipment



- Prospecting - Develop new customers and new business with existing clients through engagement, site visits and consulting
- Actively requesting inquiries and preparing/issuing quotations with the support of Boll Filter Corp. as needed
- Networking - Initiate personal contact with existing and new customers to build up a relationship with key decision makers, includes lunches, dinners and entertaining
- Investigate and participate in trade shows and related conferences
- Maintain and develop knowledge of markets, applications, solutions and associated filter products.
- Work on all project phases with customers and inside sales team (share knowledge and help foster a team environment) in order to increase our market position.
- Actively use our CRM tool to record interaction with customers and prospects
- Plan all work quarterly and yearly

### **Requirements:**

- Bachelor's degree in mechanical engineering, business administration or related field
- 5+ years' sales experience of industrial filtration products
- Comprehensive understanding and interaction of fluid properties, flow profiles, velocity and filtration requirements
- Ability to manage complex projects and multi-task
- Innovation and problem-solving skills that include the ability to develop and propose equipment-based solutions for clients
- Ability to flourish with minimal guidance by being proactive and self-motivated
- Excellent verbal and written communication skills, including facilitation of group presentations
- Proficient in Word, Excel, Outlook, and PowerPoint
- Must be able to travel up to 30%

### **Benefits:**

- Fixed annual salary
- Medical insurance (BCBS Community Blue PPO) for the employee and spouse paid 100% by company
- Dental insurance (Delta Dental) for the employee and spouse paid 100% by company
- Medical and Dental insurance for dependents paid 50% by company
- Life Insurance, Short Term and Long Term Insurance
- 401(K) retirement savings plan
- Paid vacation
- Car Allowance
- Sales Commission

**If interested please send your resume to:  
Katie Saxton at [saxton@bollfilterusa.com](mailto:saxton@bollfilterusa.com)**