



**Position: Business Development – Vertical Disk Stack Separators**

**Location:** Independence, KY (Cincinnati/Northern Kentucky metro area)

**Position Type:** Full Time

**Compensation:** Salaried, Exempt; Commission

**Reports To:** Sales Manager

**Purpose:** Support Flottweg sales force in developing the market for vertical centrifuge separation equipment within the Americas business unit.

**Primary Responsibilities:**

- Work with sales and management to develop strategies to develop the separator market in the Americas (North, Central, and South America) and identify resources required to do so.
- Be proficient in the capabilities, features & benefits of the Flottweg separator product line and develop the capacity to select equipment for various applications.
- Be proficient in the capabilities, features & benefits of separator products manufactured by key competitors and able to position Flottweg products favorably in competitive situations.
- Work in conjunction with sales, engineering, and product management to develop separator product offerings that meet the requirements of our applications in performance and price.
- Train Flottweg personnel on technical and commercial subjects to help close new business, execute orders, and offer aftermarket support.
- Develop tools and documents to help sales generate accurate costs and precise proposals for our separator products.
- Provide support to marketing to aid in the creation of advertising and trade show materials.
- Travel to customers to make sales calls and presentations.



- Attend trade shows/technical conferences as required.
- Provide technical support to customers, sales representatives, and OEM's.

### **Additional Responsibilities**

- Coordinate Flottweg Americas strategy with our parent company, Flottweg Separation Technology (FWSE) located in Vilsbiburg, Bavaria, Germany, for both New Equipment and After Market.
- Coordinate with FW Americas Aftermarket on the diagnosis and troubleshooting of equipment problems in the field.
- Travel with fellow colleagues from FWSE periodically to key accounts in the Americas.
- Travel to FWSE periodically for training.

### **Qualifications:**

- BS in Engineering, or previous outside sales or technical experience in a similar field.
- Energetic and ambitious
- Detail oriented and responsive
- Excellent written and oral communication skills.
- Ability to handle projects that are time critical and ever-changing is essential.
- Self-starter, disciplined, team player, professional appearance and proactive.
- Proficient in Microsoft Office.

### **Eligibility:**

- Must be legally authorized to work in the United States.
- Must be able to travel in North, Central, and South America and Europe as required (~50-60%)

If you are interested and qualify for this position, please send resume to David Cifuentes ([dcifuentes@flottweg.net](mailto:dcifuentes@flottweg.net)).