

The Norit Group develops and applies state-of-the-art purification technologies to help society, through our clients, meet environmental, health, and safety challenges, and work towards a sustainable future. Headquartered in The Netherlands, Norit supplies consumables, components, systems, and solutions, based on proprietary technology to a variety of industries including the water, beverage, food, chemical, pharmaceutical, and marine industries. More than 9 percent of the world's population - over half a billion people - already consumes water purified by Norit!

Norit's activated carbon, membranes, pumps, aseptic and hygienic valves, carbon dioxide systems, and quality control equipment rank among the world's best. Norit offers global coverage with research and development, engineering, and manufacturing facilities in seven countries. A network of dedicated Norit sales and service centers, business partners, and distributors serves customers in more than 150 countries around the world.

Norit Filtrix BV, located in Amersfoort, is active in the development, manufacturing and sales of innovative decentralized water purification products, based on membranes and activated carbon. Norit Filtrix operates worldwide and utilizes distributors and Norit sales offices all over world. Our products have an enormous potential in the market, and the combination with our sales force leads to a fast growing business unit. Due to the expansion of our activities in Amersfoort, the Netherlands, Norit Filtrix is currently looking for a

## **Sales & Marketing Director**

### **Responsibilities**

- Define and execute a business sales and marketing strategy plan and annual budget based upon the Norit Filtrix strategy
- Responsible for realising budgeted turn-over based on the business sales and marketing strategy plan
- Establish market growth by creating new markets segments, expanding key-account management, initiate new product-market combinations and retain customer relationships
- Responsible for establishing an efficient proposal and order-entry process with a focus on quality
- Pro-active support of the own Norit Sales Offices, agents and distributors in the total sales process and creating an effective sales network
- Negotiate and close orders with the customer together with the Norit Sales Offices or distributors
- Manage the sales budget, the sales team and safeguards sales information
- Manage the Norit Sales Offices, agents and distributors by development of long and short term targets and action-plans
- Member of the management team of Norit Filtrix

### **Requirements**

- Bachelor preferably in business administration and a affinity with a technical environment
- Minimum of seven years relevant experience within an international Sales & Marketing position in the point of use / point of entry water treatment systems
- Capable of extending and building up a strategic sales network and customer relationships within the defined market segments
- An entrepreneurial and pro-active leader with the drive to create an growing market share for Norit Filtrix, key competences; persuasiveness, decisiveness, customer focus and result oriented

### **We offer you**

A dynamic working environment and a competitive compensation and benefits package.

### **Application procedure**

Please send your application, together with your curriculum vitae to [application@noript.nl](mailto:application@noript.nl), or Filtrix BV, HR Department, P.O. Box 741, 7500 AS Enschede, The Netherlands

For more information, see our web site: [www.norit.com](http://www.norit.com)

If specific additional information is required you can contact

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