


# Welcome to join us!

**FILTER** POWERING  
INDUSTRY



**Błażej Klusek**  
General Director

Filter is a company founded in 1992 in Estonia and has since grown into a company with subsidiaries in Latvia, Lithuania, Bulgaria and Poland. We have been operating in Poland since 2021. By providing long-term sustainable energy and water treatment solutions, we see great benefits for industries in Poland to reduce emissions and become green and efficient. Our vision is to become **the 1<sup>st</sup> choice as a process engineering partner** for industries. We are reliable, success-driven, and eager to grow.

We are looking for our professional team

## PROCESS SALES ENGINEER

The Process Sales Engineer focuses on sales of solutions and projects. As a result of his/her work, customers receive professional advice and offers that best meet their needs and at the same time ensure the company's sustainable profitability and growth.

Main responsibilities are:

- ▶ Identifying our customers needs and based on these effectively develop engineering solutions and execute the sales by advising and consulting our customers
- ▶ Preparation and preliminary design of solutions and projects.
- ▶ Determining the requirements and conditions for products and equipment used in solution projects.
- ▶ Communication with suppliers and subcontractors on technical issues in product selection and procurement.
- ▶ Fully utilize the customer relationship management system (CRM) as a communication, reporting, measurement and tracking tool to enhance productivity
- ▶ And as growing into the role serve as a consultant on all applications and corresponding solutions and technologies, incl a working knowledge of our solutions taht are applicable to the community; conduct product and technology seminars as necessary at assigned account base

Core expectations for successful results:

- ▶ Business acumen and entrepreneurial mindset, respect for people and the environment, CAN-DO attitude
- ▶ You like to advise customers and sell engineering solutions that are beneficial for them
- ▶ Very good interpersonal and presentation skills
- ▶ University Degree – technical education, engineering
- ▶ Up to 3 years of sales experience in technical field, on the heat and power market preferred
- ▶ Technical background or high interest to grow in the areas of heat and power, water treatment and cooling technology (one of these)
- ▶ Project management skills and experience are advantage
- ▶ Very good command of English both spoken and written
- ▶ Driver's license

We offer:

- ▶ Competitive salary
- ▶ Company car for business use
- ▶ Professional and personal growth through dynamic and challenging work
- ▶ A strong community and teamwork
- ▶ Office location is in Silesian agglomeration, possibility to work from home office (other regions)

If we have managed to describe you and powering industries really resonates with you – send us your CV, motivation letter, photo, and other relevant documents. We will be glad to contact you.

Have questions? Contact us:

**Błażej Klusek**, General Director

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