

<b>Job Description</b>	
<b>Job Title:</b>	Systems Sales Manager
<b>Department:</b>	Project Sales
<b>Reporting To:</b>	CEO
<b>Behavioural Competencies:</b>	
<p><b>We pride ourselves in our attitude &amp; culture.</b>  <b>It is essential that our core behavioural competencies are met irrespective of job role.</b></p> <p><b>Positive approach</b> - Works as part of a team, being helpful and supportive of others. Deals with problems with other team members effectively. Has a positive attitude and interacts well with others.</p> <p><b>Time Management</b> - Maintains effort until task is completed &amp; meets deadlines. Able to prioritise workload and balance conflicting demands. Understands the need for efficiencies in all areas and is pro-active. Cares about what we do.</p> <p><b>Professionalism</b> - Communicates effectively with internal and external customers, listens well to others and responds appropriately. Builds relationships &amp; is respectful to others. Maintains a suitable professional appearance &amp; is an ambassador of FILTERMIST INTERNATIONAL COMPANIES at all times.</p> <p><b>Quality &amp; Customer Experience</b> - Understands FILTERMIST INTERNATIONAL quality requirements and objectives. Is aware of internal and external customer needs. Has an active interest and pride in FILTERMIST INTERNATIONAL &amp; the service and quality we deliver.</p> <p><b>Continuous Improvement</b> - Understands the need for Continuous Improvement. Integrates new learning into existing skills. Is aware of the need for continuous learning, for development and improvement both Business &amp; Personal.</p> <p><b>Protecting People &amp; Our environment</b> - understands the importance of safety and welfare both internally and externally &amp; works to ensure we adhere to all regulatory requirements.</p>	
<b>Role definition:</b>	
<ul style="list-style-type: none"> <li>Working within the Project Sales Team, utilising industry knowledge and qualifications to provide customers with LEV extraction solutions that adhere to all relevant regulations.</li> </ul>	
<b>Key areas of responsibility:</b>	
<ul style="list-style-type: none"> <li>Qualify customer enquiries prior to visiting site to design, specify, cost and propose the supply and installation of large LEV systems for a range of Industrial Air Cleaning solutions.</li> <li>Following order receipt, work alongside the Contracts Management team to ensure that the systems are installed to specification.</li> <li>The above is not exhaustive and may be added to in order to meet the requirements of the business.</li> </ul>	
<b>Skills &amp; Experience</b>	
<ul style="list-style-type: none"> <li>Problem solving and decision-making ability.</li> <li>Sales Experience</li> <li>Motivation and ambition.</li> <li>Proactive approach.</li> <li>Excellent communication</li> <li>Qualified to P601 or equivalent, the candidate will have previous experience of working within the dust and fume extraction industry.</li> <li>Working knowledge of LEV, CDM, COSHH and DSEAR regulations preferable.</li> <li>Experience in acquiring detailed site information and the Design of LEV Systems.</li> <li>Strong organisation of personal workload and that of others.</li> <li>Full Driving Licence</li> </ul>	
<b>Remuneration &amp; Benefits:</b>	
<ul style="list-style-type: none"> <li>Company Car</li> <li>Mobile Phone</li> <li>Laptop</li> </ul>	
<b>Role Location:</b>	
<ul style="list-style-type: none"> <li>Field based.</li> </ul>	

Filtermist International Limited, part of the Swedish [Absolent Group](#), has been established for 50 years and is the UK market leader for oil mist extraction. Our UK made oil mist filters are trusted by world leading manufacturers in more than 60 countries in industries ranging from aerospace and automotive, to food processing and medical device manufacture.

Our company has diversified in recent years by extending the products and services we offer through both organic growth and targeted acquisitions. In addition to Filtermist oil mist filters, Filtermist International is responsible for manufacturing the [Dustcheck](#), & [Kerstar](#) brands.

Filtermist Systems Limited, the UK sales operation, is also the UK distributor for sister company [Absolent AB](#) as well as other extraction equipment suppliers, and provides a UK wide installation and maintenance service, as well as CoSHH compliant LEV Testing for all makes and models of LEV systems.

We target excellence throughout all aspects of our businesses. We pride ourselves in operating an ambitious, fast growing and fast-paced company that offers a wide range of opportunities for employees due to ongoing significant growth.

We actively participate in lots of national funding raising initiatives throughout the year and support several charities, individuals and organisations that have direct connections with our employees. All employees can nominate causes close to their hearts for possible financial support.

We drive our businesses with key behavioural competencies that underpin how we do business - making Filtermist a great place to work.