

## Opportunity: Commercial Manager Netherlands

Pharmafilter BV is the developer and supplier of a sustainable, innovative and integral solution for processing waste and waste water in hospitals ([www.pharmafilter.nl](http://www.pharmafilter.nl)). Our head office is located in Amsterdam, with offices in Dublin, London and Zweibrücken and production facilities in Rijsenhout and Heerenveen.

Currently, we have an installed base of Pharmafilter systems in the Netherlands with projects in preparation in Dublin, Duisburg and Aarau. We are preparing an acceleration of the European roll-out of the system. Our 30 employees are strongly driven. Pharmafilter has won a number of innovation awards, and its product is unique in scope and purification effectiveness.

We have an opportunity for a **Commercial Manager Netherlands**.

The Commercial Manager will be responsible for account management, sales, stakeholder networking and lobby activities in the Netherlands. Our solution for safer health care and cleaner water is very relevant to prevent future health risks, such as antibiotic resistance, and environmental risks, caused by the wide spread of health care-originating pollution in surface water.

You will report to the International CCO, based in Dublin, and will work closely together with our managing board and colleagues in Amsterdam.

### Activities

- Manage existing customer accounts
- Develop the existing sales pipeline
- Identify and generate new leads
- Monitor developments in the sector and in individual hospitals (new builds, renovations, policies, etc.)
- Work together with the international sales teams to assist in the development of marketing and sales materials and processes
- Work closely together with the NL operations team, support them from a commercial perspective (new needs, new projects, extra work)
- Evaluate existing contracts based on business data, together with the business controller and the Ops team
- Work closely together with the Finance team on the subject of contract management and invoicing.
- Maintain and strengthen relationships with key stakeholders, such as water boards, national and regional authorities, consortia, umbrella organizations such as NFU, NZA and MVO Netherlands etc. Executing our lobby strategy,
- Attend relevant networking events
- Follow regulatory developments on waste and wastewater frameworks nationally and European level
- Support business development activities such as business planning, competitive analysis, solution development

### Experience & Education, Skills

- 4-8 years of experience in an B2B commercial or business development role
- Higher education in sciences (pharmacy, environmental studies, engineering) or business economics,
- Self-starter and team player
- Highly developed communication skills, being able to expand our network and to build relationships and trust on all levels of our potential client organizations and other stakeholders
- Fluent in Dutch and English with adequate writing and graphic skills