

## Regional Commercial Manager - Europe

### About Applied Biomimetic (AB)

Applied Biomimetic Inc. ([www.appliedbiomimetic.com](http://www.appliedbiomimetic.com))

Applied Biomimetic is a leader in the convergence of polymer and protein membrane technology. We have developed a high-performance membrane platform for water, life science, industrial biotech, food, and dairy separation applications.

Nature's ability to separate chemical elements at the molecular level is from the use of highly specialized proteins in the channels of cell walls, and this was the subject of [a 2003 Nobel Prize in Chemistry](#). AB has developed advanced capabilities in the expression, purification, and production scale-up of porins from biological sources methods. When these proteins are embedded it into a robust polymer structure, this achieves a unique membrane performance profile.

Our core technology is based on new chemistry and manufacturing methods to achieve highly permeable membrane material with narrow molecular size exclusion cut-off. By adding an active protein layer, the membranes will separate constituents at the ion level.

AB is focusing on the development of a wide range of applications for its patented technology. The aim is to provide disruptive solutions for the water treatment, health, food, and other industries enabling these industries to enhance their products, reduce costs, and save energy. The membranes are designed to withstand challenging and sometimes harsh environment in various industrial applications.

The company commercialized its first product in June 2016, an Ultrafiltration membrane that was originally developed as a support substrate for a biomimetic membrane.

**The UF element product is currently in use at several sites in the US, Europe and Asia Pacific, with emphasis in the food, dairy and industrial bio-tech production environments, and it helps customer achieve high efficiency molecular separation in these "high value" fluid streams.**

**As part of its geographic expansion, growth in the AB commercial team is required, and AB is adding the new role of a Commercial Account Manager for Europe.**

### Work Location

AB's main office is located in Gaithersburg, Maryland. This position is a remote position based in Continental Europe. It is very desirable for the right person to be located near a major airport. Travel is expected to vary between 30 to 50% and will be primarily in the Europe with a mix of automobile, train and airline travel. Some travel to the USA may be required, as well as other locations global locations on a business-needs basis.

### Reporting Structure

This position is a direct report line to the Vice President, Commercial Operations.

## Position Description

AB is seeking an experienced leader in sales / business development for this role. The primary responsibilities are to:

1. Develop and enhance relationships with end users and channel partners of AB products.
2. Create and meet annual sales targets.
3. Routinely meet with customers at customer production facilities and offices.
4. Attend and present at relevant conferences and trade shows.
5. Present the value proposition of AB products.
6. Quote products, negotiate terms and conditions of sale, and close sales.
7. Create demand forecasts by market and product.
8. Maintain customer information in AB customer relationship management system (CRM).
9. Coordinate product field trials.
10. Bring Voice of Customer back into the AB organization in a structured manner.
11. Provide feedback and perspectives on evolving needs of specific customers and AB target markets in general.
12. Act as the single point of contact to organize post-sales support activities.
13. Stay apprized on industry and regulatory requirements for AB products.

## Qualifications

1. Minimum of a Bachelor of Science in Engineering or other technical discipline is required.
2. Experience in membrane filtration.
3. Industry knowledge of food processing, beverage, and life science production. Experience in other verticals such as desalination and wastewater treatment are a plus.
4. At least 3 years of selling or purchasing fluid processing technology. Experience with spiral elements is a plus.
5. Excellent interpersonal skills.
6. The ability to work and communicate in a technical manner with both customers and internal technical stakeholders.
7. Self-directed, enthusiastic, and the ability to travel and work without day to day direct supervision while maintaining a high level of quality.
8. Ability to read, understand and compose process flow diagrams, mass balance equations, and to use other basic engineering communication methods and design tools.
9. High level of proficiency with computer use and other portable devices. Strong skills in the Microsoft Office platform such as Outlook, Word, Excel and PowerPoint. Experience with a CRM system (such as Salesforce) is a plus.
10. A desire to work in a start-up company and to help develop the commercial function in the company.
11. Ability to thrive in a fast-paced environment, work short cycle times and flexible hours if required, and deliver results under pressure.
12. Proficiency in English and at least one other language normally spoken in Europe.

**AB Provisions**

1. Technical training in AB products
2. Training on AB commercial methodology and sales tools
3. An attractive compensation and benefit package.

Please apply to [resumes@appliedbiomimetic.com](mailto:resumes@appliedbiomimetic.com).