

14 June 2022

## Job advertisement

Posted on 10 June 2022

### Business Development Lead (Strategic Sales)

- Help solve global fresh water-quality problems.
- Self-starting Business Development Lead roles for an innovative and collaborative water science specialist with proven success in building customer confidence and solving customer problems.

Term	Permanent
Location	Either: The Netherlands, Germany, Nordics
Position reports to the	General Manager Europe
Applications close	8 July 2022

#### About PET (Phoslock Environmental Technologies)

Phoslock Environmental Technologies Limited (ASX: PET) specialises in engineering solutions and water treatment products to remediate polluted lakes, rivers, canals and drinking water reservoirs.

Headquartered in Melbourne, PET has offices in Brisbane, Beijing, Bremen (Europe) and Woking (UK). PET also has registered entities in Canada, USA, Switzerland & Belgium, and manufacturing operations based in Changxing, China. PET is represented by licensees, distributors and agents in numerous other countries including HydroScience in Brazil.

Phoslock® is a proprietary and unique water treatment product that permanently binds excess phosphorus in the water column and sediments.

Phoslock is certified for use in drinking water in North America, Europe, Brazil, Australia, and China. Along with Phoslock, PET also supplies zeolites and specialised solutions that address water pollution issues.

[www.phoslock.com.au](http://www.phoslock.com.au)



## About the role

The newly-formed positions of Business Development Leads (2 roles) expands PET's reach in the European market. The customer base consists of lake managers and other water body managers and custodians including government, private entities and corporates; as well as their advisors and partners including distributors and environmental companies. The main purpose of these positions is to develop relationships, understand their unique situation and challenges and codevelop tailored technical solutions that sustainably manage excess nutrient problems and improve water quality and environmental outcomes. Both roles report to the General Manager Europe and are supported by PET's global aquatic science and product solutions team, and local applications expertise.

The main responsibilities of both roles are to:

- Scan the horizon for opportunities, investigating water bodies with excess nutrient problems.
- Engage with lake managers and others to understand their needs and technically assess the situation.
- Develop technical solutions tailored to each customer's unique requirements.
- Continue to manage the relationship and the solution: reporting progress, reassessing changes in the environment and making adjustments over time as required.
- Grow and manage the sales pipeline. Educate industry about PET's unique product advantages, representing PET professionally and enthusiastically.
- Make customer presentations and attend trade shows and conferences.

In addition, the Business Development Lead will collaborate with the General Manager to form business partnerships within in the chosen sector/markets and create and execute market strategies.

PET has a strengths-based team approach and some flexibility exists to balance the strengths of individuals in terms of role focus.

Both roles involve travel across Europe approximately 40-60% of the time to work on site with customers, actively solving their lake and freshwater body management problems and developing strong partnerships. The initial focus will be on opportunities in the The Netherlands and Germany, expanding across the continent to meet the need we have identified for PET's unique remediation solutions that are kinder to the environment than alternatives. The ability to speak Dutch and/or German is essential.

A competitive salary is available, considering skills, experience and potential.



### **About you**

We are looking for innovative and practical problem solvers with a minimum 5 years' experience in water science. Your background may be in limnology, aquatic plant management, or water management.

You are passionate about restoring fresh waterways and ecosystems and look for opportunities to advocate and educate others about PET's unique product attributes in the field.

You likely have sales or technical experience or both, but in either case, love solving customer problems and developing trusted partnerships.

You resonate with our 3C's culture of Care, Collaboration and Being Courageous and contribute to the development of our growing global team.

A current driver's license and the right to work/permission to work in the UK/Europe are required.

### **How to apply**

Please email your CV and cover letter to [ybasrur@phoslock.com.au](mailto:ybasrur@phoslock.com.au)