

## **Vandstrom, Inc. (<https://vandstrom.com/>)**

Vandstrom, Inc 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 with the use of highly specialized proteins in the channels of cell walls was the subject of [a 2003 Nobel Prize in Chemistry](#). Vandstrom, Inc has developed advanced capabilities in the expression, purification, and production scale-up of porins from biological sources methods. When these proteins are embedded 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.

Vandstrom, Inc 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 started-up its own manufacturing facility in 2019 to produce an ultrafiltration product that was originally developed in 2016 as a support substrate for a biomimetic membrane but has been successfully supplied in the food, dairy, and industrial bio-tech markets.

**The UF element product is currently in use at several sites in a live production environment in the US, Europe, and Asia Pacific, and it helps customer achieve high efficiency molecular separation in these "high value" fluid streams.**

### **About the Role**

As part of its geographic expansion, growth in the commercial team is required, and Vandstrom is adding the new role of **Regional Commercial Manager** in the USA.

### **Work Location**

Vandstrom's main office is in Gaithersburg, Maryland. This position is intended to be at a remote location based in USA with some reasonable proximity to some current and/or potential end users. It is critical to be located near a major airport. Travel is expected to be approximately 30-50% with periods of higher activity. In addition to travel to customer sites, some travel to the Maryland office will be required.

### **Benefits**

- Competitive salary & 401K retirement contributions
- Vision, dental, and health benefits, and Health Savings Account
- No healthcare premiums
- Unlimited Paid Time Off

## JOB DESCRIPTION

**Job Title:** Regional Commercial Manager  
**Department/Job ID:** Commercial Operations  
**Reports To:** VP Commercial Operations  
**Direct Reports (if any):** N/A

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Job Overview: The Regional Commercial Manager is responsible for maintaining and expanding revenue generation and customer relationships in the United States

### **Role: Product Sales**

- Develop and enhance relationships with end users and channel partners of Vandstrom spiral membrane products.
- Create and meet annual sales targets.
- Routinely meet with customers at customer production facilities and offices
- Present the value proposition of Vandstrom products.
- Quote products, negotiate terms and conditions of sale, and close sales.
- Create demand forecasts by market and product.
- Maintain deal pipeline and customer information in Vandstrom customer relationship management system (CRM).

### **Role: Marketing and Customer Relations**

- Attend and present at relevant conferences and trade shows.
- Stay apprised of industry and regulatory requirements for Vandstrom products.
- Bring Voice of Customer back into the Vandstrom organization in a structured manner.
- Provide feedback and perspectives on evolving needs of specific customers and target markets in general.
- Coordinate product field trials.
- Act as the single point of contact to organize post-sales support activities.
- Other roles and responsibilities as required directed by management.

### **Requirements:**

- Minimum of a Bachelor of Science in Engineering or other technical discipline is required.
- Industry knowledge of food processing, beverage, and life science production. Experience in other verticals such as desalination and wastewater treatment are a plus.
- At least 3 years of selling fluid processing or separation technology. Experience with membranes is strongly preferred.
- Excellent interpersonal skills.

- The ability to work and communicate in a technical manner with both customers and internal technical stakeholders.
- Ability to read, understand and compose sketches of process flow diagrams, P&IDs, mass balance equations and other engineering communication methods and design tools.
- Self-directed, enthusiastic, and the ability to travel and work without day to day without direct supervision while maintaining a high level of quality.
- 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.
- A desire to work in a start-up company and to help evolve the commercial function in the company.
- Ability to thrive in a fast-paced environment, work short cycle times and flexible hours if required, and deliver results under pressure.
- High proficiency in speaking, reading, writing in English.
- Eligible to work in USA