



March 22, 2021

## Sales Agent Vacancy Announcement

### Interested in Working Towards a Cleaner Environment?

Already working in renewable energy, biomass renewable energy, forestry or wood related business? **Advanced Cyclone Systems** has a vacancy for an energetic and self-motivated career professional that is as committed to reducing our global carbon footprint as we are!

#### 1. About **Advanced Cyclone Systems S. A. (ACS)**

Advanced Cyclone Systems, S. A. (ACS) is a Portuguese company exclusively dedicated to the development and commercialization of high efficiency cyclone systems worldwide. Combining acquired process expertise with years of experience and continuous R & D, ACS solves critical gas solid separation problems, on a daily basis, from all around the world. In the wood/biomass related industries ACS provides Particulate Matter (PM) Emission Control in boilers, furnaces and dryers. The company has multiple installed systems in Canada and is currently penetrating the US market.

Products include numerically optimized cyclones – *Hurricane* – more efficient than any other cyclones in the market for equivalent pressure drop - and mechanical or electrostatic recirculating cyclones – so called ReCyclone® systems. For any given market application ACS selects the most suitable of the three technologies to compete with bag filters or ESPs with lower investment and maintenance costs.

**ACS Vision:** *To lead the conception and distribution of cyclone systems on a global level, contributing to a healthier environment and to increase clients' productivity, maintaining high standards of service and quality with qualified and motivated human resources.*

**ACS Mission:** Maximizing particle capture with cyclones, freeing clients from the costs and problems of bag filters.

ACS is very focused in terms of cyclone technology but highly dispersed in respect to application and geographical scope.

ACS has currently ongoing projects in all continents and accounts with hundreds of customers worldwide.

Please see the following links for a better understanding of :

- The technologies: <https://www.youtube.com/watch?v=AoaddH8VAB4&t=149s> and
- The company: <https://www.youtube.com/watch?v=JUfPC25rBlw>

#### 2. **Job Description**

We are searching for the right candidate to fill a part-time **sales agent position** and serve as an ACS representative in selected states of the Eastern part of the United States for the emissions control in the growing biomass related industry. Ideally, we are looking for a sales agent who already represents another piece of equipment for the referred industries and who can leverage sales for the same customers.

#### **RESPONSIBILITIES:**

This position maintains close working relationships with the management team while being in close contact with ACS customers. Responsibilities for this position are multi-dimensional. The candidate will lead client activities, with

frequent public speaking and communications, and interaction with the client Boards, Committee Chairs and members.

Specific responsibilities include, but are not limited to:

- Apply the commercial strategy and ensure that the objectives contained therein are achieved.
- Identification and development of geographic and / or application markets, investigating local Legal Emission Limits and adjusting ACS technology to solve existing problems.
- Customer management together with the ACS Sales Manager responsible for the territory.
- Treatment of sales opportunities, including:
  - Relationship with the customer.
  - Presentation of ACS products and solutions
  - Completing the Design Data Sheet to get data from the client.
  - Travel to clients to present the ACS solutions and give credibility to the proposals made.
- Participation in trade fairs
- Execution of information gathering visits to customers.
- Execution of active systems sales strategies, such as “cold calls”, mailing lists, etc.
- Lead project development efforts on behalf of ACS in related areas.

#### **ARE WE LOOKING FOR YOU?**

*This position is open to career professionals with 5-8 years' experience in sales or project management. A degree in Mechanical Engineering, Industrial Engineering and Management or Civil will be valued in ACS selection of candidates.*

This position provides an excellent opportunity for individuals who have a strong interest in clean/renewable energy, with experience in biomass related areas such as pellet plants, wood based panel plants, sawmills and other industries operating biomass boilers or biomass dryers with the need of reducing the particulate matter emissions. A professional with a previous experience in emissions control using cyclones, Bag filters, ESP, or others will be highly valued as well as experience within the referred industries.

#### **REQUIRED ATTRIBUTES:**

Qualified candidates should have the following attributes:

- **Communications** – Good verbal and written skills are required. The individual should be able to speak and write clearly its clients and have the ability to represent us at meetings and events.
- **Computer skills** – Proficiency in MS Office (i.e. Word, Excel, and PowerPoint) is required. Familiarity with Salesforce, Solidworks and Autocad are strengths.
- **Interpersonal skills** – Good interpersonal skills are needed to work well in teams, to forge new working relationships, and promote confidence in existing ones.
- **Excellent organization** – The ability to multi-task and strive to achieve clients' long-term goals while making sure daily requirements are met.
- **Great Marketing Skills** – The individual will work with senior staff to grow client membership bases and convert business development efforts into successful new business for its clients.
- **Knowledge of the Industry** – Knowledge and demonstrated passion for renewable energy, woody biomass and related equipment, and solid waste are strongly preferred.

#### **COMPENSATION AND BENEFITS:**

The agency agreement for a **part time job** will include a fixed amount for representation expenses compensation and a percentage on sales achieved.

#### **HOW TO APPLY:**

Complete the application on the next page and return it with cover letter and resume using the contact details provided at the bottom of the form.

### Application for Position

Date of Application:		Starting Date/Available to Work:	
Referral:			
Full Name:			
Permanent Address:			
Current Address:			
Cell Phone:		Email Address:	

<i><b>Please answer the following questions:</b></i>	<b>YES</b>	<b>NO</b>
If you are under 18 and it is required, can you furnish a work permit? (If no, please explain)		
Have you ever been employed here before? (If yes, give dates and position)		
Are you legally eligible for employment in this country?		
Will you travel if the position requires it?		
Are you able to meet the attendance requirements of this position?		
Have you ever pled "guilty" or "no contest" to, or been convicted of a crime? (If yes, please provide dates and details.)		

Please describe your **educational background** here:

Summarize any special training, skills, licenses and/or certificates:

List special accomplishments, publications, awards, etc.:

Provide any additional information you would like us to consider:

Please read and acknowledge understanding of the following **Applicant Statement**.

- I certify that all information I have provided in this application is true, complete and correct.
- I understand that any information provided by me that is found to be false, incomplete or misrepresented in any respect, will be sufficient cause to (1) cancel further consideration of this application, or (2) immediately discharge me from service whenever it is discovered.
- I expressly authorize Advanced Cyclone Systems, without reservation, to contact and obtain information from all references (personal and professional), employers, public agencies, licensing authorities and educational institutions and to otherwise verify the accuracy of all information provided by me in this application.
- I understand that Advanced Cyclone Systems does not unlawfully discriminate in employment and no question on this application is used for the purpose of limiting or excusing any applicant from consideration for employment on a basis prohibited by applicable local, state or federal law.

I certify that I have read, fully understand and accept all terms of the foregoing Applicant Statement. (Signature on printed form, or submission of form via e-mail constitutes certification.)

Signature of Applicant \_\_\_\_\_

Date \_\_\_\_\_

**E-Mail completed form and any attachments to:** [pedro@acsystems.pt](mailto:pedro@acsystems.pt) / [ruifaria@acsystems.pt](mailto:ruifaria@acsystems.pt) \_\_\_\_\_