

Sales Manager

Global Water Engineering



Profile

<ul style="list-style-type: none">• Excellent primary and secondary benefits	
<ul style="list-style-type: none">• 40h	<ul style="list-style-type: none">• Account Management
<ul style="list-style-type: none">• (New) Business Development	

Challenging position for sales and result driven candidates to sell leading technology (Green Energy). Reference projects at Budweiser, Chang, Carlsberg, Coca Cola, Corn Products Int'l., Danone, Fosters, Heineken, Interbrew, Kraft, National Starch & Chemicals, Nestlé, Pepsi Cola, SAB-Miller, San Miguel, Singha, Sunkist, Tsingtao.

Job description

The Sales Manager will be based at the Belgium or Netherlands office or resides in one of Central African countries and will be responsible for selling complete (waste)water treatment-, waste to energy and biogas utilization installations in the assigned region (Africa + Middle East).

Clients of Global Water Engineering are local organizations as well as multinationals, mainly active in the food & beverage, starch, distilleries, palm oil, paper & pulp industry and semi-private solid waste companies. There are different reference projects in the area.

The Sales Manager will develop and frequently visit the area to identify opportunities at existing clients and prospects. Furthermore, the Sales Manager will maintain and develop his network of clients, governments, engineering agencies and advisors. The Sales Manager knows how to introduce the innovative technology Global Water Engineering has to offer to the prospects and clients. Further the sales manager has connections within the whole organization in a sales process. In-house he/she is supported by an excellent technical support team. The Sales Manager will report to the CCO.

Organization

Global Water Engineering (150+ employees) is specialized in development, engineering and sales of turn-key waste, water and wastewater installations. Its focus lies within anaerobic applications. In 30 years time, Global Water Engineering has grown to a leading organization in its field of expertise. The organization is technologically advanced and offers state-of-the-art solutions to its clients. It has over 400 reference projects all around the World. Large multinationals, in various industries, rely on the solutions that Global Water Engineering offers them for years now.

Offer

- Excellent primary and secondary benefits
- High level of technical support by zealous and eager sales team
- Reference projects at worldwide known organizations
- Entrepreneurship

Candidate

- Technical, bachelor + education
- Sales driven, deal closer, enthusiastic, pro-active
- Multiple years of sales experience of installations for the industry (preferred wastewater/ biogas/ energy)
- Recognizable network in food industry
- Experience with lengthy sales projects with complex DMU's
- Frequent travelling (35% of time).