



Offer issued: 13-02-2018

JOB OFFER

SALES MANAGER AFRICA

We are looking for a Sales Manager Africa to expand our global sales force and contribute to GWE's business development.

It is a challenging position for motivated, sales and results-driven candidates. The position will be based in one of the GWE's European offices (Belgium, the Netherlands, or Germany). The Sales Manager will report to the CCO.

MAIN TASKS

- Selling complete (waste)water treatment plants, waste-to-energy and biogas utilization installations in the assigned region (main focus Africa, with less time involved in the Middle East).
- Frequent visits to the area to identify opportunities for GWE's clients and prospects.
- Introduction of the GWE's innovative technologies to the prospects and clients.
- Maintenance and further development of the network of the existing clients, governments, engineering agencies and local advisors.
- Internal communication with the GWE's sales and engineering team to deliver the economically attractive solution tailored to the clients' requirements and local conditions.

YOUR PROFILE:

- Technical bachelor education.
- Sales driven, deal closer, enthusiastic, flexible, pro-active.
- Proficiency in the English language (both spoken and written) - knowledge of French is an advantage.
- Multiple years of sales experience in the industry (preferred wastewater/ biogas/ energy).
- Experience with long sales projects with complex DMU's.
- Recognizable network in the food industry.
- Clients of GWE 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. The affinity with the mentioned industries as the existing contact network is an advantage.



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TRAVEL REQUIREMENTS:

- Frequent traveling (35% of the time).

WE OFFER:

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

If you are looking for a new challenge in a dynamic international environment, send us your resume/CV and motivation letter at mail.belgium@globalwe.com!

ABOUT GWE

GLOBAL WATER ENGINEERING (GWE) offers state of the art technology to the industry concerning clean water and green energy, and as such assist industries around the world to sustainably grow their businesses while drastically diminishing energy costs and carbon footprint.

GWE's unmatched biogas production and COD removal are directly correlated to the maximization of the validated Emission Reductions of the greenhouse gases for the industrial plants.

Our know-how is backed up by more than 500 operating plants in more than 70 countries, with over 150 of the biogas production plants. Our biogas guarantees are unmatched in the industry, and we have a documented 100% track record of meeting and exceeding them.

Next to design, build and start-up, GWE operates and maintains wastewater treatment plants in the framework of long-term outsourcing contracts.

CONTACT DETAILS HEADQUARTERS:

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