



## PROJECT SALES ENGINEER BASED AT PETALING JAYA, MALAYSIA

### YOUR FUNCTION

- Together with the Sales Manager, you analyze the customer's need and study the different technical concepts to meet to the customer's inquiry.
- You prepare a full technical offer by consult other departments ( project management, design, cost engineering ) and external suppliers.
- You make a professional presentation of the proposal and to present this together with the Sales Manager as a team, to the customer.
- Once the customer accepts the offer, you and the Sales Manager will lead the internal meeting to translate the pre-sales project to all disciplines involved.
- You are in direct relation with the Sales Manager, customer, internal team and external subcontractors.

### YOUR PROFILE

- You are interested in sales or engineering projects within an international market. You are prepared to travel to support the selling process.
- You have a good abstract and conceptual insight. You have a pro-active personality, combined with common sense and creativity.
- You can express yourself fluently in English and other local language. Your communication style is natural, diplomatic, convincing and to the point.
- You are willing to accomplish your administrative duties related to the offering. A knowledge of auto-cad is an advantage

VYNCKE is a dynamic, family owned company that, since the start in 1912, has grown to a global player in the sector of clean energy technology : more precisely the development and construction of customized waste to energy installations.

Worldwide more than 300 Vynckeneers, as we call our employees, are stationed in our offices in Brazil, Belgium, Germany, Czech Republic, India, China, Thailand and Malaysia.

Thanks to more than 4.000 satisfied customers all over the world, a well-lined order book and the loyal commitment of the enthusiastic Vynckeneers we maintain a stable position in the market. This allows us to offer excellent job security.

Are you a real team player, do you enjoy own responsibility and taking initiative, do you have an open international mentality and are you willing to travel? Then probably you could be one of the new Vynckeneers!

### JOIN OUR FAMILY IN MALAYSIA!

Send your cv to :  
[ach@vyncke.com](mailto:ach@vyncke.com)