



PROJECT SALES MANAGER BASED AT PETALING JAYA, MALAYSIA

YOUR FUNCTION

- Initiate contacts and build close business relationships with a wide range of prospective and current clients in the wood industry, the food and agro industry but also various other industrial energy consumers in the region of Asia.
- Evaluate new projects and select the best enquiries following the global and regional sales strategy.
- Make technical assessment of the customer's process and verify the economic feasibility of the project.
- Work closely with the head office and local / global operational, technical and research divisions to assess client needs and customize and recommend winning solutions.
- Prepare project sales proposals.

YOUR PROFILE

- Good sales, marketing and business development experience, minimum 5 years working in a technical solution selling role.
- Experience in the wood, agro and food industries is a plus.
- Strong winning personality, confident and mature to handle difficult customers.
- Good interpersonal, communication and negotiation skills for effective and tactful interaction with clients and internal project teams.
- Willing to travel frequently.
- Flexibility of working and moving schedule.
- Good knowledge of the English. Knowledge of other local languages 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**