



## PROJECT SALES MANAGER

### BASED AT BANGKOK, THAILAND

#### YOUR FUNCTION

- Analyze the regional demand, identify and prioritize potential markets and clients.
- Select and evaluate new projects according to the global & regional sales strategy.
- Work closely with head office and local / global operational, technical and research divisions to assess client needs and customize and recommend winning solutions.
- Prepare Project sales proposals, generate, negotiate and secure new project orders to meet the assigned sales target.
- Maintain the relationship with the client during project execution and after sales services.
- Initiate contacts and build close business relationships with a wide range of prospective and current clients in various industries both locally and in SEA.
- Regular internal reporting on market opportunities and client meetings.

#### YOUR PROFILE

- Tertiary qualifications in engineering from recognized institutions or strong technical knowledge by working experience.
- Good sales, marketing and business development experience, minimum 5 years working in a technical solution selling role.
- Experience in the wood, agri- 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 frequent traveling both domestic and international.
- Flexibility of working and moving schedule.
- Good command of the English, knowledge of other additional 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 350 Vynckeneers 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 THAILAND !**

Share your interest with :  
[ach@vyncke.com](mailto:ach@vyncke.com)