



## PROJECT SALES & ACCOUNT MANAGER VIET NAM

### YOUR FUNCTION

- Initiate new contacts and build close business relationships with a wide range of prospective and existing clients in various target industries in Viet Nam ( mainly the agri & food industry and the wood based panels industry ). You can rely on the vast industry networks of our sales agents in Viet Nam.
- Work closely with the regional sales manager and our regional technical and research divisions to assess client needs and propose customized and winning solutions with the best total cost of ownership.
- Prepare project sales proposals, generate and negotiate new income and secure new project orders to meet your sales target in Viet Nam.
- Assist our project team based in Bangkok with local support during project execution ( join project meetings, follow up with local partners and contractors, general commercial follow up during project execution ).

### YOUR PROFILE

- Tertiary qualifications in engineering from recognized institutions. Fluent written & spoken Vietnamese & English.
- Good sales, marketing and business development experience, minimum 3 years working in a technical solution selling role.
- Winning personality, confident and mature to handle difficult customers and complex energy project challenges. Communication and negotiation skills for effective and tactful interactions, both with our clients, agents and with regional colleagues.
- Frequent travelling within Viet Nam, and monthly traveling to our settlements in Bangkok and/or Kuala Lumpur to align with the regional sales manager and operation manager.

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 :  
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