



PROJECT SALES ENGINEER

BASED AT BANGNA, THAILAND

YOUR FUNCTION

- To analyze the customer's need together with the Project Sales Manager (PSM).
- To study the different technical concepts together with the PSM who evaluates the customer's inquiry.
- To consult with other departments (project management, design, cost engineering) and external suppliers in order to prepare a full technical offer.
- To take into account the total cost of ownership in order to integrate this into a winning proposal.
- To make a professional presentation of the proposal and to present this together with the sales manager as a team, to the customer.
- You and the PSM will lead the internal meeting upon acceptance of offer (with the project manager, design, purchase, the unit manager and the chairman) to translate the pre-sales project to all disciplines involved.
- You are in direct relation with PSM on a daily basis and in most cases with the customer. You can rely on a motivated team of various technical specialists internally and on a network of specialized subcontractors externally.

YOUR PROFILE

- Degree in engineering, preferably Bio-engineering, commercial and business engineering or civil engineering with at least 3-5 year experiences. Experience in pre-sales is an advantage.
- Interested in sales of investment or engineering projects within an international market.
- Willing to travel to support the selling process both domestic and international.
- Good abstract and conceptual insight with pro-active personality, combined with common sense and creativity.
- A knowledge of Autocad is an advantage.
- Good interpersonal and communication skills for effective and tactful interaction with external clients and internal working team.
- Good command of the English + Local languages.

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 settlements in Brazil, Belgium, Germany, Czech Republic, India, China, Thailand, Spain 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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