

## 11107 - Vertical Sales Leader, Sustainable Energy, Refining & Petrochemicals

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Company: SUEZ - Water Technologies & Solutions

Location: Belgium

Category: other-general

### **Industry Vertical Sales Leader - Sustainable Energy & Chemicals Industry**

#### **Vertical Sales Leader, Refining & Petrochemicals**

**You can be based in any of the following locations:** Belgium, Austria, Germany, Spain, France, United Kingdom, Ireland, Italy, Netherlands, Poland, Portugal, Sweden, Switzerland, Denmark, Hungary, Norway, Finland

Could you join Veolia Water Technologies and Solutions as an Energy & Chemicals Sales Expert, responsible for defining the commercial strategy for the Refining & Petrochemicals Industry?

Veolia Water Technologies and Solutions provides expertise, treatment technologies and processes for all types of water treatment plants for oil refineries, and the petrochemicals industry.

We are looking for someone to join us in a senior Sales position to grow your vertical market.

#### **What would the day to day look like?**

Define sales strategies in the Refining & Petrochemicals Industry

Understand market trends & drivers

Define growth potential, sales strategies and business plans with the Regional Commercial Leaders

Coordinate focused strategic selling campaigns

Drive specific campaigns with prospect lists and coordinate deployment across EMEA

countries

Work closely with Product Management Teams and Applications Solutions Architects to create differentiated offerings

Launch NPI's with appropriate sales packages to boost our Vitality Index.

Track progress through regular reviews with field sales.

Develop sales packages, share best practices, references, case histories

Deliver Industry training for account managers

Join key customer/prospect meetings

Support strategic new sales opportunities until closure

Attend executive reviews at key customer meetings.

Drive Market Intelligence and ensure a good understanding of strategies, portfolios and positionings.

Report NPI and NTI opportunities to Product Management

Raise Veolia WTS brand awareness by organising subject Industry seminars and customer roadshows, webinars on LinkedIn

Attend International Conferences

### **What skills and background would be ideal?**

Refining & Petrochemicals experience in sales and marketing for equipment and/or services

Excellent knowledge of the regulatory framework of the Refining & Petrochemicals industry

Understand sustainability trends and economic performance

Deep understanding of the subject industry manufacturing processes and critical performance indicators

Excellent quantitative, analytical, problem solving skills

Excellent communicator with interpersonal, presentation, influencing, facilitation skills

Comfortable in a multinational matrix organisation

Ability to solve practical problems and deal with a variety of variables

Self-motivated, able to drive projects to completion with minimal oversight

A problem-solver with an unyielding dedication to deadlines

Highly committed to team spirit

Willingness to travel regularly

Understanding VWTS products, services, technologies and applications

Executive presence, calm perseverance in challenging or frustrating circumstances

Ensures Ethics & Compliance is a key principle in all activities

Strongly aligns with Veolia's Purpose and Values

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