

## PROJECT SALES MANAGER

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Company: VYNCKE

Location: Belgium

Category: other-general

In the world of complex B2B investment projects, we offer you a Sales role where you focus on selling our **custom-made B2B** installations all over Europe (or Africa).

### YOUR FUNCTION

During the sales cycle, that can take anything between 6 months up to 2 years, you are responsible for

evaluating the projects that come our way both on technical and budget feasibility.

Managing and collaborating with both internal (engineering, design, finance, field, ...) and external (prospect) stakeholders

Driving the sales process, investigating what the next best move is to advance the deal

You continuously screen the market for future projects, connecting with relevant stakeholders in the industry.

### YOUR PROFILE

What are we looking for?

Min 5 years of (international) experience **selling complex B2B industrial investment projects**

Experience and Enthusiasm for evaluating projects: is this project right for VYNCKE?

Master Degree in Engineering

Willingness to travel (max 20%)

Fluency in English

Bonus points for

Any additional language

Experience in renewable energy, waste management, recycling solutions

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