



Kelvion B.V. in Doetinchem is looking for a

Sales Engineer

Our Sales Department is responsible for the sales & service of the Product Line Cooling Towers.

Your tasks and responsibilities?

As Sales Engineer you are responsible for maintaining and further expanding our sales activities for the product lines HX48 and SE48. So you:

- ❖ maintain contact with the Front End Sales organization, as well with existing customers, follow up on sales leads and look for new opportunities, and occasionally support the project execution team on projects in the region.
- ❖ provide existing customers and potential customers from various industries with technical advice in the field of cooling towers and advise them in selecting the right type of cooling tower for the customer-specific application.
- ❖ negotiate with the customer about the commercial, delivery and payment conditions, whereby you achieve a balanced result for the customer and Kelvion BV. For larger projects you contribute in the process to obtain approvals required from the management.
- ❖ you draw up a detailed cost calculation and you ensure that the customer receives a quotation including relevant technical and commercial information.
- ❖ follow up the quotations issued and in case the order is awarded, you ensure that quotations are handed over and clarify the details to project execution.

You work independently, but you have a lot of contact with your direct colleagues and other departments about both technical and commercial issues.

Who we are looking for?

You have completed a bachelor, preferably in mechanical engineering, possibly supplemented with a commercial training (eg Sales, NIMA).

You have several years of work experience in a similar commercial role in which pioneering and relationship management are central. You focus on customers and sales opportunities. We prefer experience in cooling tower technology and / or the sale of industrial installations. You enjoy to work in the top segment of a global cooling tower market and are willing to contribute in maintaining this position. You are also willing to travel to the head office in Doetinchem, or globally if so required (<10% of the time).

You are also communicative, a team player, accurate and you understand what is important to customers in a competitive landscape.

Your language skills in business in English are fluent, German, French or Dutch is preferred.

Kelvion



What we offer?

Your efforts will be rewarded with a

- ❖ competitive salary
- ❖ 27 holidays and 13 ATV-days
- ❖ guaranteed gratification 4,17%
- ❖ employee benefits such as home-office (40%), pension insurance Nationale Nederlanden, health insurance

Do you want to join us?

If you want to join our Kelvion team, then you can send your motivation with CV to Marieke Jansman, HR Manager, marieke.jansman@kelvion.com.

For more information you can also contact Pieter Hoebe, Manager Sales HX48 & SE48, pieter.hoebe@kelvion.com, phone +31314 – 371 414.

More about Kelvion

For more than 60 years we make high-quality cooling towers in Doetinchem. We produce these for a variety of customers, ranging from hospitals or manufacturers to data centers and power plants. The smart construction of our modular cooling towers makes them attractive on all continents. Our organization is currently experiencing strong volume growth and we are expanding our long-standing core team of 60 employees. We also work together with other Kelvion branches from around 50 countries all over the world. For more information see also <https://www.kts.kelvion.com>