

SALES MANAGER | GLOBAL SALES

DRY FERMENTATION BIOGAS PLANTS | WASTE-TO-ENERGY

BEKON

BEKON is a leading German waste-to-energy technology provider based in Munich with a unique, patented technology to process solid, stackable organic waste to generate methane and/or electricity as well as high quality compost. To date BEKON has realized more than 20 waste-to-energy plants in Europe and Mexico which have processed more than 2.6 million tons of organic waste over more than one million operating hours. With the internationalization of the Company's business to North and Latin America and to Asia the Company intends to strengthen and build out its Sales Team.

SUMMARY OF ROLE

As Sales Manager, you will be responsible for the preparation, negotiation and back-office support of engineering, component supply, construction supervision, commissioning and/or turnkey contracts with domestic and international customers for dry fermentation biogas and waste treatment projects globally. In this context, you will ensure the technical and commercial analysis of promising projects, site suitability, intake and offtake situation as well as of contractual terms and conditions in close cooperation with Senior Sales Staff and other departments of the Company.

LOCATION

- BEKON Headquarters, located in Unterföhring (Munich), Germany.
- Regular traveling throughout Germany, Europe, and internationally.

REPORTS TO

- Director Sales

RESPONSIBILITIES

- Support the Director Sales and the Management of the Company in the identification of drivers and segments of the market place for the positioning of the Company and its offerings in identified target markets.
- Participate in the execution of an action plan and timelines aligned with BEKON's strategy/guiding principles, customer requirements and expectations.
- Represent the Company, the Company technology and Sales Proposals to prospective customers, consultants, banks, insurance companies, government authorities, etc.
- Identify and develop strong relationships with consultants, developers, local sales partners and prospective investors resulting in early involvement in projects to drive revenue growth.
- Develop competence and offer world-class knowledge and expertise as the leader in the market place.
- Interface with other departments involved in the Sales Process (Engineering, Cost Calculation and Estimation, Project Management, Procurement, Controlling, Finance & Accounting).

EDUCATION/QUALIFICATIONS

- Bachelor Degree in Business or Engineering, or equivalent.
- Minimum 3 years' relevant sales experience; University graduates may be considered in case of meaningful experience from internships in Germany and abroad.
- Excellent proficiency in English and German. Spanish would be an additional asset.
- Ability to operate, influence and counsel at a senior level, in particular with business clients.
- Pro-active attitude with excellent communication, interpersonal, intercultural, organizational, negotiation and drafting skills.
- Well-developed technical and business acumen.

We offer an excellent work environment, team work, flat hierarchies, a broad variety of tasks and responsibilities, an in-depth training on the job and an attractive salary package.

Please send Resume/CV, salary expectations and earliest entry date via email to:

bewerbung@bekon.eu

For more information about BEKON: www.bekon.eu