

Doosan Lentjes

Doosan Lentjes is a global provider of processes and technologies for energy generation from both renewable and fossil fuels. Our specific areas of expertise include circulating fluidised bed boilers, key technologies for the generation of energy from waste and flue gas cleaning systems. As we understand that our people are our most valuable resource, we put extensive efforts into recruiting and developing the very best talents of tomorrow.

Sales Manager SEA (m/f)

Duties and Responsibilities

- Develop the position of Doosan Lentjes as preferred technology provider in the South East Asia region
- Responsible for addressing new clients, cooperation partners and maintaining relationship with existing customers, act as Key Account for the company's top costumers
- Develop and coordinate the agent network in SEA region
- Implement market entry/expansion strategies through strategic partnerships in line with company strategy
- Responsible for increase of sales pipeline volume
- Develop regional market intelligence and regional business
- Client and market analysis
- Participation in conferences and exhibitions
- Reporting directly to the Director Sales

Your Profile

- Qualified engineer (University/Technical College) preferably Mechanical, Process or Energy engineering
- Strong track record in Sales and Business development in South East Asia
- Experience in the Waste-to-Energy, Waste Management or power generation industry
- Experience in international sales structures, management and set-up of sales channels
- Proven sales track record with large complex projects in the industry of plant engineering and construction or related industries
- Wide experience in sales and tendering of projects in the industry
- Minimum 10 years professional experience
- Leadership, communication, networking and negotiation skills
- Self-confident, systematic and independent method of working
- Global thinking and high level of personal commitment
- Intercultural competencies and ability to negotiate in English, an additional foreign language is of advantage
- Willingness and ability to international travel stay abroad/overseas, respectively

What we offer you

- An international working environment and a pleasant business environment
- An interesting and diversified area of work
- Professional and personal training
- Family-friendly organisation of working time

Does this sound exciting to you and do you find yourself in this position? If you would like to be a part of the Doosan family, please send your CV and application including your salary expectations to DL.Human.Resources@doosan.com. We look forward to meeting you!

