

AQANA BV Sales Manager - LATAM

Aqana is an international solutions provider for the industrial wastewater treatment market. Key markets are the Food & Beverage, Pharmaceutical and Chemical industries where our carrier-based technology often provides the only feasible and at the same time sustainable solution.

Aqana provides cutting-edge solutions and services to meet the demanding needs of industrial clients to continuously comply with ever more strict environmental rules. Solutions are tailor-made - designed for each clients' specific needs. The carrier based anaerobic technology provides a more robust, easier to operate, alternative when compared to conventional granular sludge-based technologies. The patented DACS? reactors ensure continuity in the treatment process whilst at the same time working within a significantly larger operational window (high salt/chlorides, and COD levels with significant and frequent fluctuations).

Aqana has its head office in Leeuwarden, the Netherlands. To learn more about us please visit aqana.com.

Job Description

We are currently seeking a **Sales Manager LATAM** to support our growing business.

Position Objective:

This exciting opportunity is to join our team as Sales Manager LATAM, with specific focus on the industrial wastewater treatment market for the Latin American region. In this great opportunity to build a career in a global environment you will develop cost effective technical solutions for, and together with, our agents & clients project teams, primarily within the anaerobic wastewater treatment sector. You will at all times be supported by our proposal & process management departments, which in addition to your skills and technical expertise will contribute directly to our success. The intention is to be operating mainly from our office in Bogota, frequent travelling abroad. The offered position is based on a full-time contract.

Role and Duties:

- *Developing your sales pipeline by generating leads, and developing, maintaining, guiding and stimulating (y)our agent network*
- *Achieving sales targets, in close consultation with the management team and agent network*
- *Developing, executing and monitoring the marketing and sales strategy, with the associated plan (e.g. exhibition & congress organization and participation)*
- *Gathering relevant market information (such as legislation, competitive analysis and market development)*
- *Obtaining and maintaining relevant technical knowledge related to industrial wastewater treatment in general, and in specific anaerobic solutions*
- *Coordination of preparation of technical-commercial proposals*

- *Submission, presentation, revision and follow-up of offered solutions*
- *Supporting on shipping, plant installation, commissioning and start-up*
- *Willing to travel 30-50% of the time (when applicable, and local/international regulations allowing)*

Additional duties:

- *Respond fast, to the point, and professionally to clients*
- *Help cover the duties of colleagues in their absence*
- *Report directly to the Sales Director and CEO*

Basic Qualifications:

- *Degree in engineering with affinity towards – industrial - wastewater treatment (Environmental, Chemical and/or Mechanical Engineering preferred) or proven knowledge by acquired experience*
- *Quick learner, able to develop comprehensive knowledge of offered solutions (proprietary and market) and understand clients' needs (commercial).*
- *Self-Starter, able to work independently, takes ownership of issues until fully resolved*
- *Strong communication skills both verbal and written are essential.*
- *Professional knowledge of the English and Spanish languages.*
- *A positive attitude with the ability to embrace change within a busy sales office environment*
- *Proven track record in administration of sales including pricing and “closing of the deal”*

What we offer:

- **Entrepreneurship in an exciting international environment**
- **A horizontal organizational structure where your input and fresh ideas are welcomed**
- **Competitive salary with holiday pay**
- **Bonus scheme**

Interested? Join the Aqana Family!

If you would like to explore this exciting opportunity further and find out more about our competitive salary package, please do not hesitate to contact us by sending your application to:

j.garcia@aqana.com and copy to info@aqana.com, reference “Application sales manager LATAM”.