



## **Sales person – Recruitment Profile**

### **Company: Aqwise**

Aqwise is involved in the development and implementation of innovative wastewater treatment technologies worldwide. Aqwise offers a variety of project implementation routes, from basic process design, to Design-Build turnkey deliveries, and all the way through completely financed, designed, constructed and operated projects.

Aqwise operates in various market segments, mainly municipal clients and industrial clients, such as food & beverage, pulp & paper, oil & gas, aquaculture and more.

### **Job Title:**

Sales Person

### **Responsibilities:**

- **Direct sales** - Create and develop sales of projects based on Aqwise technology in the fields of municipal and industrial wastewater treatment.
- **Sales through business partners** - Develop a net of business partners and distributors, support and manage the partners tightly in order to "push for sales".
- **Post sales** - Maintain Customer relations
- Professional support from Aqwise pre-sale and post-sale teams is provided.

### **Requirements:**

- Experience of at least 3 years in selling large-scale projects in the territory
- Experience of sales through partners and distributors
- Constant striving for "closing deals"
- Excellent interpersonal skills and a confident communicator at all levels
- Good ability to learn the field of wastewater treatment, technical approach
- Independent and responsible, ability to work under a "long distance" manager
- English level – fluent.
- Advantage: experience in water related industries