



The Company:

Since 2001, XYLOWATT designs, delivers and operates **Biomass to Energy** plants, converting natural and recycled woodchips into valuable and renewable energy.

XYLOWATT's **NOTAR® gasifier** is the sole industrial reactor that produces clean syngas without any tar residues. Combined with cogeneration engines, our units supply our clients with renewable electricity, heat and cold.

The production units are developed into a fully integrated **ZERO WASTE** process: all by-products are valorised onsite to supply additional heat.

XYLOWATT is active internationally on gasification projects.

We are looking for a **SALES ENGINEER** to take on the responsibility of being the link between our engineering team, sales team and prospects to ensure customer needs are satisfied

This position is located South of Brussels (Louvain-la-Neuve)

The job:

Key responsibilities:

1. Agent and Partner Support

- Effectively communicate client needs to the R&D and Engineering teams for future product enhancements
- Meet potential clients and present Xylowatt company, solutions and technologies.
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition
- Record and maintain client database
- Elaborate client quotations (RFQ) and tenders
- Support marketing by attending trade shows, conferences and other marketing events
- Liaise with other members of the sales team and other technical experts
- Communicate with Partners and Agents on the Company' strategy

2. Sales Support

- Assist colleagues with bids and tenders for new clients from a technical and pricing perspective
- Provide both pre and after-sales support.
- Coordinate closely with sales to align solution design with customers' business requirements
- Develop and improve pricing tools together with management and finance departments
- Elaborate financial business case associated with each sales opportunity
- Present to and consult with management on business trends with a view to developing new services, products, and distribution channels
- Share competitive insight, Develop /update key competitors plan, identify and develop the company's unique selling propositions and differentiators.
- Understand the company's goal and purpose to continuously improve the company's performance.



3. Reporting and marketing intelligence

- Report to Xylo Watt management and board on sales activity on a monthly basis and update of forecast sales targets
- Represent Xylo Watt in professional associations and extract business Intelligence therefrom
- Follow up political and economic changes and trends concerning renewable energy generation and follow up feed in tariff and other potential government subsidy regulations.

The profile:

Skills and Qualifications

- Bachelor's degree as engineer
- Proven work experience as a Sales Engineer
- 3-5 years of sales and/or business development experiences within the renewable Bio Energy Industry (wood CHP, biogas, wood incineration)
- Experiences in international Bio Energy Projects
- Excellent written and verbal communication skills
- Excellent presentation and creativity skills
- Inter-personal skills
- Strong motivation for sales
- Ability to forge strong, long-lasting relationships with senior executives
- Solid technical background and ability to clearly express technical concepts
- Multilingual English, and/or French on working level

The offer:

Xylo Watt offers a full-time position in a friendly work environment with a team that is dedicated and passionate about creativity and innovation.

All persons interested in this position should direct their enquiries to

Valérie Peeters - Human Resources email: peeters@xylowatt.com