

Do you have affinity with technology? Are you looking for a job in which you can grow and have a challenge? At VBR we are looking for a Fulltime Junior Technical Sales Engineer!

Who are we?

VBR Turbine Partners is a trusted supplier of smart solutions, maintenance services and spare parts to operators of aeroderivative gas turbines across the Globe. Our technical maintenance experts work in the rapidly evolving global markets for natural heat & energy. Gas turbines will play an important role in the energy transition towards a carbon neutral society. Our company culture is a rare mixture of an informal and friendly attitude combined with high standards of professionalism, ethics, and integrity. As an employer we encourage working in multi-disciplinary teams and we value everyone's contributions and experiences.

Where will you be working?

At VBR, you will be working in a challenging and internationally oriented organization. At the Global Parts Sales & Procurement department, you will be joining a team of motivated and passionate colleagues. You will also work closely with our International Account Managers. Working in harmony, you will exceed customer's expectations & deliver support beyond expectation.

What are you going to do?

As a Junior Technical Sales Engineer, you are going to be actively involved in the sales process. You are going to acquire, excite and connect with new customers who are active in Oil & Gas, Marine, Chemical Industries and many more. You are also going to build and maintain long-term relationships with customers and suppliers.

In the beginning you will support the experienced Sales Engineers. This includes preparing, sending and following up quotations, maintaining our database, sourcing and procuring parts. This way you will quickly get to know the process of the department. You are going to be trained to become the specialist when it comes to technical questions from customers about gas turbine parts and their application. After some time, you will be able to identify these requirements, to spot opportunities and needs of the customer and translating them into custom-made solutions. Together with your team and the account managers, you'll develop customer requests into defined offers.

Who are you?

You are an enthusiastic technical team player with a commercial drive. Besides your affinity with technology, you will have a level of commercial insight, strong communication skills and the ability to be creative. These skills enable you to exploit opportunities, create value for customers, build and maintain relationships. You also can work accurately. Perhaps most importantly, you must be enthusiastic about learning new things and having a go-getter attitude. Key requirements are:

- Mid-level Technical Education or equivalent knowledge or experience;
- Resident in the Netherlands;
- Master the Dutch and English languages both in spoken and written forms.

What do we offer?

VBR offers a working environment where your opinion counts, you are given freedom in your work and attention is paid to your professional development. At VBR you are part of a professional organisation with an informal atmosphere and you will be working in a close and ambitious team. Besides offering a great working environment, we offer a good salary and attractive benefits.

Enthusiastic?

Send your resume and motivation **before 14th of April** to: hrm@vbr-turbinepartners.com.