

SOLUTION ENGINEER WATER INDUSTRY – Junior / Medior level

We are looking to expand our team with a water-passioned solution engineer that will help driving our international growth and impact. Are you ready for an international mission to help solving the big issues in our water industry using the power of modern digital tools?

Who are we?

We are a Ghent-based tech business that develops globally unique modelling solutions to help solving the big challenges in the water industry at the international scale. These challenges include climate change mitigation and adaptation, water scarcity, environmental protection and workforce challenges. Our clients are water companies, large industrial end users, water technology companies and engineering firms. We help them developing new technologies, designing, and optimising very big plants and smartly operating those facilities through digital twins. 'Smart' and 'Better' means better process performance, less greenhouse gas emissions and enhanced process efficiency. We are now even helping our clients with training their staff using our simulation models. We have been working for clients in 22 countries and have accumulated over 150 project references. During the 7 years of our existence, we became an international leader and trendsetter in the industry, working on the intersection of 'water', 'climate' and 'digital'. Our company received the Water Europe Innovation Award in 2021 and 2022 and was among the 3 nominees for 'breakthrough company of the year' at the Global Water Awards in 2023. In March 2024, we received the changemakers 2024 award from the Belgian business journal 'De Tijd', recognising Belgium's most impactful and promising emerging company.

Job description

You will take on the exciting mission of bringing our solutions to both existing and new water industry customers and detecting new business opportunities. You will serve as a main contact person for many of our international customers and will be an important bridge between the market and our technical team. Hence you will combine both commercial and technical insight.

Main responsibilities

- **Sales:** client meetings (virtually or in person) to present our services or scope projects, solution definition (with the help of the commercial and technical team), proposal writing, pricing, and sales cycle follow-up
- **Lead generation & qualification:** you will be proactively approaching new clients and participate at international events with the aim of maximising our positive impact on the industry. At the same time, it will be your responsibility to identify and contact new leads.
- **Staying up to date with our technical capabilities and market trends** to be able to provide optimal and innovative solutions.
- **Building strong personal relationships** with clients (e.g. by spontaneously providing them with truly useful information and staying informed on their needs and plans)

- **Assist in marketing activities:** Provide input for marketing initiatives based on learnings from your client interactions, assist in organising webinars, present at (inter)national events, staff the booth at trade fairs, ...

You will be guided by senior colleagues at the start and will gradually grow and do your work more autonomously.

The person we are looking for.

Our new colleague:

- Has at least 2-3 years of industry experience related to working with projects and customers, preferably including some B2B sales experience (junior/medior level)
- Has strong commercial skills.
- Deeply shares AM-Team's core values.
 - We value the fun factor: working with us makes you smile and makes us smile
 - Why should the sky be the limit? You are a person that is not afraid to think out of the box and set ambitious goals.
 - A team is so much more than a bunch of individuals: you are a true team player
 - We tailor to enhance value, but fit for purpose: we stand for quality and the tailoring of our approach to our team and customers
 - We have no boundary conditions: we have no geographical, cultural, or technical boundaries
 - We never settle, and keep stirring: we want to infinitely learn and improve, both as team and individuals
- Has an MSc in (environmental or relevant) engineering. You are familiar with water and wastewater treatment processes. Being familiar with process modelling is a plus.
- Is interested in the wonder world of digitalisation.
- Has a passion for technology, innovation and modern tools that go beyond the status quo.
- Is eager to learn and curious.
- Has a high EQ that allows you to ask the right questions and carefully listen to clients to help them maximally and truly understand their needs and problems.
- Loves interacting with people and preferably has good networking skills
- Has good (self) organisational skills and takes initiative.
- Has good presentation skills and can explain things simply, even when they are complex.
- Is fluent in English & Dutch both written and orally - knowledge of another language is a plus (e.g. French or German).
- Preferably has basic marketing skills

What we offer you

- In addition to an attractive salary, a compensation package, tailored to your experience:
 - Additional benefits (pension plan, meal and eco vouchers, ...)
 - A rewarding bonus system based on pre-defined KPIs
 - Possibility of a company car, mobile phone, and other assets

- The opportunity to grow your network fast, at the international scale (you will be in touch with numerous important actors in our industry)
- A young, fast-growing scale-up, offering a dynamic entrepreneurial environment with ample opportunities for personal growth in different areas (management, business development, leadership, sales, and marketing, ...)
- Managerial and other development opportunities, including AM-Team's internal development seminars. Possibility to co-develop the sales and marketing strategy.
- A nice office space in Ghent, Belgium, with hybrid and remote working opportunities

Application and selection procedure

1. Please send your cv and motivation letter to hr@am-team.com. Make sure you motivate why you are interested in this job at this specific company.
2. AM-Team will make an assessment and will inform you on the next steps.
3. Assessment will include an initial screening based on the application and will be followed by at least two interviews. In each of the interviews, job and culture match will be assessed thoroughly.

Extra information

- full-time – junior/medior-level –sales – water industry
- If you have any further questions, please e-mail to pieter.vlasschaert@am-team.com

Important note

We will launch a completely new website in the coming weeks. Even though our current website gives you an idea of our activities and customers, our new website will contain significant new material that will reflect the vision and extended portfolio of our business. Make sure to check out our YouTube channel '[AM-TV](#)' to get a sense of our culture.



AM-TEAM.com