



AST Turbo is an independent service provider company in the Hydrocarbon Processing Industry and the Energy sector. Our employees provide services on critical rotating equipment to some of the biggest companies of the world within the Oil & Gas and Energy sector. Headquartered in Altendorf (SZ), Switzerland, the firm has an office in Houston (TX) and several agencies around the world.

We are an internationally oriented, and innovative company with a flat management structure and quick decision-making processes. Our strength and our success result from the combination of long-term orientation and entrepreneurial thinking at all levels. We are looking for employees with passion and commitment who want to shape the future in the Rotating Equipment Industry with us.

To strengthen our team, we are looking for a

Sales Engineer

Job Information

The Sales Engineer will support existing customers and acquisition of new customers. This role will report to the sales manager and will take care of the further development and positioning of the existing sales and service structure.

The Sales Engineer will also be responsible for the following tasks:

- Evaluate, assess, and develop relevant markets and target customers.
- Prepare evaluations (sales statistics, competitive comparisons, analyses, business plans, etc.)
- Customer relationship management
- Negotiating prices and terms
- Order processing and Sales controlling
- Participation in technical conferences and other events

Education / Experience

For this position, you will have at least 8 years of practical work experience in a similar function, preferably gained with an OEM, or an independent service provider in the Oil & Gas, or Energy Industry. Ideally, you have a Bachelor in mechanical engineering / process engineering

Profound experience with steam turbines or centrifugal compressors is required. Experience with related subsystems, as well as with control systems would be a plus.

Special Requirements

- Resident in Belgium, Netherland, or Luxemburg with EU passport
- Solid technical knowledge
- Analytical and strategic thinking
- Good communication & good negotiation
- Fluent language skills in English. Dutch or French will be a plus.
- Self-motivated, with the ability to work independently
- Honest and loyal (long-term employment expected)
- Ability to work in an integral part of sales team.
- Organization skills and time management
- Solid skills in MS Office (Word, Excel, Power Point, etc.)

We offer

- a dynamic and flexible work environment
- room for individual impact & manifold possibilities to make a difference
- opportunity to learn from senior experts and colleagues
- long-term development opportunities
- attractive compensation package

Are you interested?

Please submit your application in English by e-mail to career@ast-turbo.com.