



*What's next.*

**BHS Europe**

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**Does your heart beat faster by selling leading technical capital goods?**

**Do you like independence, variety and regular travelling? Yes? Then this is the position you want!**

Max-AI® (part of NRT, Nashville USA) is part of a group of companies where waste separation machines are developed, produced and installed. Various techniques are used for this; separation based on air, screen, optical technology and Artificial Intelligence. These machines separate the waste in such a way that the various waste streams can be recycled; a wonderful process. Our customers are mainly organizations where waste is recycled or processed for further upstream handling. Max-AI® is engaged in the development, production and installation of waste separation machines based on artificial intelligence that identifies recyclable materials. Curious? [Watch the video.](#)

Max-AI® is looking for a:

### **Sales Manager – United Kingdom / Ireland fulltime**

**What does this great position entail?**

- You are responsible from England for all acquisition activities with the aim of selling the Max-AI product line within your sales area; the United Kingdom and Ireland.
- You visit clients and prospects with a proactive approach.
- You provide leads, follow them up and identify new opportunities in the market.
- The external contacts you have are diverse: from end customers, engineering companies to English consultancy firms. Internally you have regular contact with sales colleagues from parent organization Bulk Handling Systems (USA) and sister organization Nihot (The Netherlands).
- You visit and participate in trade fairs and conferences.
- How often you travel varies, but on average you are 50% on the road. If you do not travel, you work from your home office in England.

**Who is our ideal candidate?**

- You live in England and live at an acceptable travel distance from the train and/or airport.
- You have a good command of the English language; both verbal and writing (English native speaker).
- You have an affinity with the waste industry.
- You have an affinity with the American corporate culture.
- You have demonstrable sales experience in selling technical capital goods, machines and/or automation systems and/or automation processes.
- You have a commercial bachelor's degree.
- Your personality is spiked with the following characteristics: persuasiveness, proactivity, result orientation, persistence and charisma.
- You enjoy traveling regularly and you don't have any problem with traveling and working besides regular working hours. Freedom and independence suit you well!



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**Why do you want to work for Max-AI?**

First of all, you sell solutions with leading technologies. Besides that; sustainability is an important and hot topic in the whole world and our solutions fit in perfectly. The atmosphere within our organization is informal and professional, and you also have a lot of independence. Off course, an appropriate salary, lease car and incentive plan are included. And last but not least; we are extremely proud of our Max-AI product line and we radiate that!

**Questions and apply**

Do you want to know more about this vacancy or the associated employment conditions? Do not hesitate and contact Mrs. Pien Vonk (HR Advisor) via +31-6-38686302 / +31-20-5822032 or [pienv@nihat.nl](mailto:pienv@nihat.nl). Are you enthusiastic and do you want to apply for this position? Then e-mail your motivation and resume directly. You can direct your application to Mr. Remi Le Grand (European Sales Director Max-AI®). We look forward to an informal introduction by telephone!

