

# Hans Naôme | Sales Engineer

Location: Bilzen (Belgium)

Date of Birth: 28 Octobre 1981

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## Professional Profile

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Skilled in discussing and selling complex scientific and technological products. This based upon an extensive knowledge of the products' parts, functions and understanding of the scientific processes that make these products work.

Team player that enjoys the interaction with manufacturing, product development, marketing, and service teams.

## Core Skills

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- Presentation and value proposition
- Verbal and written communication
- Cooperative with Berthold and customer teams
- Problem solving
- Product knowledge and ready to learn and understand the products

## Career Summary

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*06/2018 - Current*

### **Sales Engineer Radiation Protection and Bioanalysis at Berthold Technologies (Belgium)**

- Create a value proposition for the customer with a long-term relationship in mind
- Perform training courses for the Berthold devices after installation and support Process Control in training customers on radiation protection
- Complete installations with the support of the Service Technicians
- Report and forecast the future projects and results
- Additional responsibility: Radiation Protection Officer for Belgium

*05/2011 – 05/2018*

### **Commercial Integration Engineer at Westinghouse Electric Belgium (Nivelles-site)**

- Offer Management, including:
  - Calculate cost, margins, OP and prices
  - Discuss Terms & Conditions with legal department
  - Review Technical Description to meet customer needs
  - Lead and execute internal offer authorization and reporting process (LOA – limits of authority)
- Participate in negotiations concerning the scope, price and contract terms

*05/2006 – 05/2011*

### **Sales Engineer at CANBERRA NV/SA**

- Together with the customer, defining the technical specifications of a system
- Calculating and presenting the financial side of a project (initial investment, maintenance contract, consumables)
- Searching for new possibilities and angles to the market

*01/2006 – 05/2006*

### **Federal Agency for Nuclear Control (FANC)**

- Expert in transport of radioactive materials
  - Implementation and interpretation of Belgian and international law
  - Granting and writing of authorizations for nuclear transports
  - Teaching ADR class 7 legislation courses

# Professional Organisation

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*2006 – Current:*

## **Belgian Nuclear Society (BNS)**

- Past member of the BNS – Young Generation Core Group
- 2012 – 2013 : elected chairman of the BNS-YG Core Group
- 2014 : ad interim chairman of the BNS-YG Core Group
- 2012 – 2016 : member of the European Nuclear Society – Young Generation Executive Committee
- 2012 – current : member of the BNS Executive Committee
- 2018 – current : elected treasurer and officer of the BNS Executive Committee

# Education

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Higher Education

## **2001 – 2005: XIOS Hogeschool Limburg (Now Hasselt University)**

- Master Engineering in Nuclear Technology, option reactor study and –control.  
Graduated with distinction
- Master Thesis at SCK-CEN : decommissioning and dismantling of a nuclear installation (BR3)

Additional Education

## **01/2010 – 12/2010: Radiation protection expert class II according to Belgian law (cooperation between SCK-CEN and XIOS Hogeschool Limburg)**

# Skills

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## **Language Skills:**

- Dutch: mother tongue
- English: professional proficiency
- French: professional proficiency

## **Computer Skills:**

- MS Office (Word, Excel, Powerpoint)
- SAP
- Specific Berthold Technologies software packages