

Job Title: BESS Sales Engineer

Location: EU (can be based in any major city in Europe)

Job Summary: As the BESS Sales Engineer, you will be responsible for developing and maintaining relationships with key customers in the BESS utility market in Europe. You will work closely with the sales team to identify customer needs and provide technical solutions to meet those needs. You will also work closely with the technical team to provide product feedback and ensure that customer requirements are met.

Key Responsibilities:

- Develop and maintain relationships with key customers in the BESS utility market in Europe.
- Work closely with the sales team to identify customer needs and provide technical solutions to meet those needs.
- Collaborate with the technical team to provide product feedback and ensure that customer requirements are met.
- Provide technical support to customers, including product demonstrations, technical presentations, and answering technical questions.
- Develop and deliver technical training to customers and the sales team.
- Attend trade shows and conferences to promote the company's products and services.
- Maintain a strong knowledge of the BESS utility market and competitive landscape.

Requirements:

- Bachelor's degree in Electrical Engineering, Mechanical Engineering, or related field.
- At least 3 years of experience in technical sales the BESS utility market in Europe.
- Strong technical background in battery energy storage systems and related technologies.
- Excellent communication and interpersonal skills, with the ability to effectively communicate technical information to both technical and non-technical audiences.
- Strong problem-solving and analytical skills, with the ability to diagnose and resolve complex technical issues.
- Fluent in English and at least one other European language.
- Willingness to travel as needed.

Work Environment: This position requires some travel to customer sites or industry events.