

## Technical Sales Engineer

This position at AlsoEnergy serves as the primary technical contact to the customer. Our customers and our account managers will look to you to understand project requirements, write technical proposals and coordinate with engineering to ensure timely and accurate solution delivery. Through the entire process from initial inquiry to solution acceptance, you will act as customer liaison. While this role will be primarily utility SCADA focused, you will also spend time supporting our commercial / industrial monitoring customers. If you enjoy customer interaction, are technically minded and have a strong systems background this could be the ideal role for you.

### Primary responsibilities

- Support the sales team in all technical aspects, attend customer meetings as needed
- Build strong, lasting customer relationships and advocate internally for accurate on-time solution delivery
- Elicit project requirements by interfacing with customer, understanding design documentation including SLD, 3LD, site plans, PPA and interconnect agreements
- Write customer facing proposals and engineering requirements documents
- Interface with engineering to ensure the solution meets customer requirements
- Maintain awareness of changing customer deadlines and interface with project management to ensure expectations are exceeded
- Identify gaps and interface with engineering, operations, development, and the customer to drive resolution
- Perform technical training and coordinate project solution handoff
- Identify new product opportunities and define product requirements
- Write and publish application notes and white papers
- Help to define and refine internal processes
- Stay abreast with industry trends and share information with the AlsoEnergy team
- Attend industry trade shows and events

### Knowledge and skill requirements

We are looking for a driven, self-motivated individual who relentlessly identifies and fills gaps with a strong technical bent focused on our customers. The successful candidate will possess the following qualifications:

- Bachelor of Science in Electrical Engineering or other applicable engineering degree
- Minimum 5 years of experience required, preferably in the solar or utility industry
- Experience with SCADA, PLC based control systems required
- Demonstrated experience interpreting technical system design packages

- Experience writing technical proposals and delivering customer presentations required
- Experience troubleshooting and designing fiber and Ethernet field networks preferred
- Professional Engineering license preferred
- Expect 40% travel with this position