

*Great team for big challenges*



Join our team as:

## Senior Technical Sales engineer

Are you interested to join successful company, specialised in electronic and embedded software, which supply its services and products to big international customers?

Would you like to be part of fast growing and innovative team that solves the most complex challenges in the industry?

### Responsibilities:

- Conduct discovery sessions, site visits, and proof-of-concept tests to understand the customer's current situation, pain points, and desired outcomes.
- Prepare and deliver technical presentations and demos that explain the features and benefits of the company's products and services to prospective customers.
- In cooperation with R&D and/or Application Engineering team design and propose customized solutions that meet the customer's needs, budget and be able to demonstrate design benefits.
- Establish and maintain long-term relationships with customers and stakeholders, to ensure their satisfaction and loyalty.
- Collaborate within the sales team to identify and qualify sales opportunities, and provide technical support throughout the sales cycle.
- Train and mentor junior sales engineers and other junior staff.
- Develop and execute strategic sales plan to achieve company sales targets
- Coordinate with the engineering and product teams to provide feedback on customer requirements, feature requests, and product enhancements.



## Qualifications:

- A bachelor's degree in economy, engineering, physics or a related field, or equivalent work experience.
- At least 5 years of experience as a sales engineer, technical consultant, or a similar role in a B2B technology company.
- Strong technical knowledge and skills in eMobility sector with focus on inverter and ePowertrain (inverter + motor), products, and services, and the ability to explain them in a clear and concise manner. Focused on Off-highway and Lesure Marine markets.
- Excellent communication, presentation, and interpersonal skills, and the ability to build rapport and trust with customers and stakeholders.
- Strong analytical, problem-solving, and decision-making skills, and the ability to think creatively and strategically.
- Willingness to travel and meet customers on-site as needed.

## You would impress with: (Nice-to-haves):

- Engineering experience in vehicle electrification
- Engineering experience or understanding of engineering processes behind production and development of motor inverters
- Existing network of contacts within on Off-highway and Lesure Marine markets



## Benefits:

- stable and established working environment with flexible working time and place,
- competitive salary,
- permanent employment after test period in successful and fast-growing team,
- work in a friendly team that solves the most complex challenges in the industry,
- regular education, internal and external seminars, autonomous at own work,
- annual team building – sailing for one week in Adriatic,
- operating in a small fast moving company, with opportunities for growing in a large international holding

Emsiso is a fast growing, 18 years old research and development company. Emsiso have in the last years made a transition from general R&D company of embedded system design into a company that offers motor control, power steering and automotive solutions.

Nowadays company is recognized as one of the leaders in the field of motor control and development of electronic devices in the automotive industry, heavy machinery segment and marine segment. Company is operating worldwide with the major market in EU. In Slovenia we are cooperating with the most well-known brands from automotive, and in the field of vehicle electrification with the focus on motor control.

In parallel with the contracted development projects Emsiso have its own product line under worldwide recognised emDrive® brand name, which we would like to expand even further.

Currently Emsiso employs 50+ highly skilled employees, mostly with Electronic, Computer and Mechanics technology background. In 2022 company became part of the Poclairn group, a well-known global company.

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