

Great team for big challenges



Join our team as:

Junior 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:

- Providing technical support to customers through our main support channel (ticketing system), resolving basic technical inquiries and troubleshooting issues effectively and efficiently.
- Evaluating cold leads received through the support channel, assess their potential and determine if they qualify as sales opportunities.
- Collaborate with development/applications engineering team to provide technical assistance throughout the sales cycle
- Presenting and demonstrating the products and solutions to the qualified leads, highlighting the features, benefits, and value propositions.
- Providing after-sales support, troubleshooting, and training to the customers, resolving their issues and enhancing their product knowledge and skills
- Maintaining accurate records of customer interactions, technical inquiries, and leads generated, utilizing CRM software.
- Preparing and delivering technical proposals, quotations, and contracts to the customers, negotiating the terms and conditions.



Qualifications:

- A bachelor's degree in economy, engineering, physics or a related field, or equivalent work experience.
- Sales skills, including the ability to identify and qualify the customer's needs and expectations, to present and demonstrate the products and solutions, and to persuade and influence the customer's decision.
- Communication and interpersonal skills, including the ability to communicate effectively and professionally with the customers and the internal teams, using various channels and tools, and to establish and maintain rapport and trust with the customers.
- Organizational and time management skills, including the ability to plan and prioritize the tasks and activities, to manage multiple projects and deadlines, and to work independently and as part of a team.
- Customer service and problem-solving skills, including the ability to provide technical support and assistance to the customers, to resolve their issues and complaints, and to ensure their satisfaction and loyalty.

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

- Existing network of contacts within on Off-highway and Lesure Marine markets.
- 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.
- 2-3 years of experience as a sales engineer, technical consultant, or a similar role in a B2B technology company.



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.

Emsiso d.o.o.
Pesnica pri Mariboru 20A
SI-2211 Pesnica pri Mariboru
Slovenia

info@emsiso.com
www.emsiso.com

+386 2 461 29 07

