

Sensolus – IoT Sales Engineer - ATL-based

Own Your Success in a High-Growth Tech Company

Ready to make a real impact and skyrocket your career?

Sensolus, a trailblazer in IoT innovation born in 2013, is taking the US by storm, and we're looking for a high-potential, entrepreneurial Sales Engineer to help us dominate the industrial manufacturing and specialty equipment sectors. If you thrive on building relationships, guiding customers through the proof of value stage, and shaping the future of supply chain visibility, this is your chance to be part of something big.

We're not just growing; we're transforming how businesses track and manage their assets by enabling their digitalization journey.

If you're hungry for a challenge, eager to grow, and ready to make a name for yourself in the IoT world – keep on reading!

What we do

At Sensolus, we create game-changing end-to-end asset tracking solutions that blend top-tier hardware and software to monitor non-powered assets like reusable packaging (pallets, racks etc.), trailers and containers as well as high-value specialty equipment. Whether within factory walls or across global supply chains, our technology ensures visibility, cuts costs, boosts efficiency, and keeps businesses in compliance - all while helping them digitalize for a smarter future.

We partner with leading global brands such as DHL Europe, Airbus and AB InBev.

Why this is the job for you

As a **Sales Engineer at Sensolus**, you'll play a pivotal role in our expansion, serving as the **technical backbone** of our sales processes in North America. Your mission? To guide potential and existing customers, as well as partners, through the **technical aspects** of our **IoT-driven tracking solutions**, ensuring seamless adoption and success.

What you'll do

- Serve as the **primary technical POC** for customers and prospects.
- Lead customers through the **proof-of-value** phase, demonstrating how Sensolus technology can solve their challenges.
- Own the **configuration, testing, and iteration** of our solutions, working closely with the engineering team to ensure optimal implementation.
- Understand customer needs, translating their requirements into **tailored technical solutions**.
- **Troubleshoot** technical issues during the sales process and collaborate on innovative solutions.
- Conduct targeted **training sessions** to upskill partners, customers, and the sales team.
- Act as a **trusted liaison** between the European Product and Engineering teams and North American customers.
- At times, visit customer sites to **install, configure, and optimize** tracking solutions, ensuring a seamless onboarding experience.

Who you are

- **Technical Background:** Engineering degree in **electronics, software, ICT**, or equivalent hands-on experience in **SaaS/IoT**.
- **Industry Experience:** At least **3 years** as a technical expert supporting customers in **industrial manufacturing** (aerospace, automotive, specialty equipment, etc.).
- **SaaS & IoT Knowledge:** Strong familiarity with technical solutions and **SaaS/IoT experience** is a major plus.
- **Self-Starter & Entrepreneurial:** Excited about building something new and taking ownership of results. You're hands-on and willing to do whatever it takes to get things done.
- **Exceptional Communicator:** You love presenting solutions, leading training sessions, and collaborating with customers on the future of our technology.
- **Problem-Solver & Innovator:** You thrive on finding solutions, even when they're not obvious.
- **Willing to Travel:** Ready to meet customers on-site and ensure successful deployments as well as represent Sensolus at trade shows from time to time.

Why Sensolus?

1. **Location:** We're based at Atlanta Tech Village – the tech hub in the Southeast. Hybrid arrangements are possible for the right candidate, but we expect in-office collaboration 1-2 days/week.
2. **Global Impact:** Be part of a fast-growing international company with a powerful product and a huge market opportunity.
3. **Culture That Wins:** Sure, we're tech-savvy innovators, but the real magic is *how* we do it. At Sensolus, our DNA is built on these core values:
 - **Ownership:** All of us step up, take charge and lead with purpose.
 - **Perseverance:** When the going gets tough, we get going!
 - **Trust:** We work better together because we trust each other fully.
 - **Customer Centricity:** Our customers' success is our number one mission. *#TheyActuallyMightBeRight*
 - **Fun:** We love what we do and will make sure you will too!

Why now?

This is more than just another sales engineering job. It's a chance to get in early, shape a growing market. A chance to build a career with no ceiling in sight. You'll be working with a passionate team, an innovative product, and a company that's ready to take the US, Canada and Mexico by storm.

Ready to make your mark? Hit apply or drop by for a coffee at Atlanta Tech Village. We'd love to meet you.

<https://www.sensolus.com/>