

Sensolus - Sales Engineer UK

Are you ready to become our technical expert in the UK & Ireland and be part of our engaging growth story?

Step into a world of responsibility and direct customer interaction where each day presents a new and exciting case. All within an ambitious environment where flexibility is highly valued and where successes are not only achieved but also celebrated. Take the leap and contribute to our growth story!

What do we do?

Sensolus is a leading provider of cutting-edge Industrial IoT solutions, empowering businesses to optimize operations and enhance asset management through innovative tracking and monitoring technologies.

What can you expect?

As a Sales Engineer, you are the driving force behind the technical aspect of the sales process. You act as the primary technical point of contact for our (potential) customers in the UK & Ireland. You guide potential customers through proof of value stage. You will take charge of configuring, testing, iterating, involving engineering, and engaging in discussions with the customer until a viable solution is achieved.

What does a Sales Engineer's week at Sensolus entails?

- Listen and sympathize with new potential customers to understand their use-case and translate this into a technical solution
- Going onsite at customers for installing, configuring, and monitoring trackers to ensure a smooth customer onboarding process
- Troubleshoot technical issues raised during the sales process and collaborate on finding solutions
- Enhance our stakeholders' (partners, customers and sales team) technical knowledge through targeted training sessions

What do we expect?

- You have completed a degree in Engineering or (Computer) Science
- You have 3 years of experience as a technical expert, serving as the point of contact for (potential) customers in the region of Europe or North America
- You need to be fluent in English

- You are a self-starter, work remotely and travel within the UK and Ireland
- On a regular base you travel to our headquarters in Belgium
- You derive energy from continuously seeking technical solutions, even when it's not straightforward
- Ideally, you have experience within IoT or one of our business segment

What do we offer?

- A technically challenging and varied job: keep getting better and make each day unique, stimulating and distinctive
- An international growth story: seize opportunities, travel, and grow alongside Sensolus
- An optimal work-life balance: giving you the freedom to manage your own schedule incorporating flexible work hours. At Sensolus, you'll find the perfect balance between hard work and time for relaxation

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