

Job Title: **SERVICE SALES ENGINEER**

Location : Bratislava , Slovakia

We are leading the digital transformation of energy management and automation. We make it possible for IoT-enabled solutions to seamlessly connect, collect, analyze and act on data in real-time delivering enhanced safety, efficiency, reliability, and sustainability.

Working at Schneider Electric

We are driven by our meaningful purpose to bring energy and efficiency to enable life, progress and sustainability for all. Along the way, we create and provide equal opportunities for everyone, everywhere. We continuously create an inclusive environment and welcome people from all walks of life. We are empowered to do our best and innovate, while living our unique life and work. Together, we dare to disrupt and turn our bold ideas into reality.

SUMMARY OF JOB

The responsibilities of this position will be to support the growth of the service sales efforts in the after sales market. This position will be working very closely with direct customers, as well with the service center sales team HQ and service partners in order to secure after sales business as well as track sales performance. The Service Sales Engineer (SSE) will also help solve customer problems and support the efforts of service sales efforts. The position is based in Bratislava, Slovakia.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Acquire and active sales of spare parts, preventive maintenance, repairs, service contracts and modifications
- Prepare and send offers and follow up of potential leads
- Contractual negotiation (technical, commercial and legal) with customers until order placement
- Ensure correct information in our CRM (Siebel)
- Handover of orders to FSE coordinator
- Deputy of other SSR's
- Travel approx. 10%

SECONDARY DUTIES

- N/A

JOB REQUIREMENTS

EDUCATION—MINIMUM REQUIRED LEVEL:

- Well-founded commercial education with strong electrical know how/background (Electrical Engineering or equivalent)

EXPERIENCE—MINIMUM REQUIRED:

- The SSE position requires 2+ years of experience in a similar position

KNOWLEDGE AND SKILLS —REQUIRED:

- Excellent English, verbal and written
Excellent French, verbal and written
- Strong communication and negotiation skills
- Proficiency in the use of personal computers is required

KNOWLEDGE AND SKILLS —DESIRED BUT NOT ESSENTIAL:

- Technical knowledge about UPS systems & industry
- Knowledge of Siebel and SAP is a plus

PERSONAL ATTRIBUTES:

- Highly motivated and energetic individual
- Confident and reassuring manner
- Global flair
- Flexible personality
- A real team player

For further information please contact:

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