

TECHNICAL SALES ENGINEER

This Technical Sales Engineer will be home based in the Netherlands and required to cover Europe. The role will require them to liaise with System Integrators, OEM and mechanical contractors within the HVAC and other automation industries in order to fully train the customer, support and specify the right solution to their application. They will also need to liaise with the customers to maximize account opportunities. You will need to demonstrate the equipment and arrange trials once the solution has been agreed.

THE CANDIDATE

The ideal Technical Sales Engineer must have:

- An electronic or controls engineering background with experience or a qualification
- Experience in either Field Sales, Trainings, Internal Sales, Applications, Product or Project engineering
- A good relationship builder
- Keen to learn

THE BENEFITS

As a Sales Engineer, you will become part of a rapidly expanding team which will continue to grow and develop. They will provide you with comprehensive training in Montreal (Canada) to allow you to provide the best training and support for our customers.

Focusing on building strategic, long term relationships with clients, the successful Technical Sales Engineer will have a proactive, driven attitude, along with a proven background in the BMS controls or electrical building services / HVAC / M+E / facilities management industries.

The Technical Sales Engineer will be supporting high end "OPEN" Building Management Systems and associated service / solution contracts. Controls experience is desired but not necessary, although a good understanding of the BMS Controls / HVAC / M+E / facilities management industry is vital to succeeding in this role. A good client-facing ability is also key as is the ability to build long term, strategic relationships with clients.

To apply for this role, please e-mail a covering letter and a copy of your current CV to recrutement@distech-controls.com clearly detailing how you meet the key requirements for this role.