

Pre-sales engineer (Madrid)

The Company

Atawey is an innovative French Greentech company created in 2012, which designs, manufactures and sells green hydrogen refueling station. Atawey main mission is to offer solutions to allow the energy transition in transports.

ATAWEY was notably a winner of the EDF Intelligent Energy 2014 competition, the ENGIE Innovation Day 2016 competition, the PIA ADEME 2018 Innovation Competition and the PIA3 2020 Innovation Competition.

Business expansion overseas is one of Atawey's main pillars to develop the company. Atawey has created this year a branch in Spain that is established in Madrid. We are building the back-office to support the Iberian business developers. We are therefore looking for a pre-sales engineer to support them.

Responsibilities

As a member of the sales team and reporting to the Sales Director, he/she:

- Builds the technical offers
- Is responsible for the quality of the technical rendering of the offers in compliance with the customer's requirements and internal cost prices, and within the given deadlines
- Contributes to optimizing the offers according to the different technical variants
- Works closely with the R&D, production and purchasing project teams to define the most effective technical and commercial offers
- Summarizes the key elements of the project when it is submitted to the sales representative, highlighting the important points of the offer, the points of concern and the possibilities for optimization
- Defends the technical offer in support of the sales representatives towards the customers

Main Tasks

- 1. Size and make the costing of H2 refueling station offers, accompanies the business developers in the defense of technical offers to clients:**
 - Build commercial offers according to the needs of clients and market documents upstream of projects as well as during the consultation phases in compliance with internal processes (updated internal costs, hourly rate, number of man days...)
 - Ensure the technical content of the offers and their cohesion
 - Contribute, where appropriate, to the bid review in order to provide expertise on the project from a technical point of view

- Advise Business Developers on possible options or variants in relation to the specifications in line with his/her technical knowledge of the stations and the regulations
- Participate with the Business Developers in discussions/meetings with clients to defend the technical offers
- Advise Atawey's partners on technical aspects (with the Business Developers)
- Make proposals to improve the budget offers and quotations with additional information to facilitate the understanding of the quotation in terms of the implementation of the work and the regulations
- Prioritize costing according to the weighting of the CRM and urgent projects, with the support of his/her hierarchy.

2. Study the requests for evolution of the stations

- Analyze and synthesize the requests for changes to the stations to ensure that our offer is in line with the market and its development;
- Responsibility for the internal process of centralizing the requests for changes to the stations requested by the sales staff
- Contributes to identifying market trends and feedback with the help of the Sales Director to facilitate minor and major changes (involving safety studies) to the entire range
- Alert, if necessary, his/her hierarchy in case of technical deviations of the project

3. Implement sales and prescription support tools

- Update the technical data sheets of the stations or creates the one for new stations
- Make use of the tools for simulating refueling and stock sizing
- Develop and update a rapid costing tool for budget offers for the entire range, including options and associated services (installation, commissioning, acceptance, etc.)
- Update the equipment Q&A to facilitate the dissemination of information to the entire team
- Contribute to the drafting of specification extracts for the attention of project developer/influencer

4. Contribute to improve the service

- Participate in the improvement the general quality of the service
- Identify incoming requests for qualification by the Business Developers

Skills and Profile

- Fluent in English (spoken and written) to communicate with the teams based in France, French language skills are a plus
- Technical ability to understand the functioning of technical solutions
- Knowledge of gas, electrical and energy engineering
- Good knowledge of computer tools and particularly Excel functions
- Rigorous, concerned with the quality of output

- Organized, with a real method of managing the workload and anticipating it
- Able to work independently
- Team spirit (information sharing) and customer service oriented

Required qualifications

- 5 years of higher education in engineering (general or electrical, energy, or related), ideally supplemented by a business background (general, international or related)
- Experience in gas/energy industry
- Experience in hydrogen technologies is a plus

Work relationships

Internal relationships:

- Reporting to the Sales Director
- All employees of the Sales & Marketing department
- Purchasing, After Sales, R&D, Production departments

External relationships:

- Customers and prospects
- Partners / professional organizations and unions
- Trade fairs, conferences

Other

- Permanent contract
- Gross annual salary: according to profile and experience
- Position: Sales team
- Location: Madrid