



Empowering a  
renewable future

**SCADA**  
i n t e r n a t i o n a l

## Technical Sales Engineer

Would you like to be part of a growing, entrepreneurial business within renewables? Are you excited about the technical aspects of turnkey SCADA solutions? And would you like to join an international organization, where two days are rarely the same?

At SCADA International we are specialists in renewable energy. We are a dynamic company that always seeks to be at the edge of innovation to solve some of the most complex challenges within the industry. Since the beginning of our journey, we have been focused on growing our business globally, and to support this mission, we seek a new team member who is both commercial and technically strong.

We are offering an exciting position for someone who is thrilled by the opportunity to work as the link between engineering and sales, identifying and highlighting the gaps between customers' requirements and our technical solutions. As our Technical Sales Engineer, you add value with your technical insights and your understanding of the various business challenges the customers may have, and with your contributions, we are better able to design and deliver the solutions proposed to our customers.

You will report to our Head of Sales Engineering & HW Design and play a key role in developing business relationships with customers from an engineering point of view, working directly with them to understand their business strategy, technical requirements, and processes.

As part of our Sales Engineering team, your main focus will be supporting the US sales team in our office in Chicago with scoping technical solutions, cost calculation and more. If you are not located in Chicago Area, we offer the option to work remotely from any location in the U.S. in the EST and CST time zones.

### Your role

Define high-level technical solutions based on customer needs and requirements.

The purpose of this role is to lead the technical sales prequalification so we are able to develop correct and client-minded solutions. You will participate in all aspects of the technical sales process in cooperation with the commercial lead and collect input relevant to ensure a smooth handover of the project from Sales to Project Management. This role is therefore a great fit for someone who enjoys working with multiple stakeholders and creates value by collaborating with colleagues and having great engineering skills and knowledge in the wind renewables.

Your main responsibilities will be to:

- Create cost calculations and formulate scope of work matching the costumers' expectations.
- Formulate and lead the presales technical/functional support activity.
- Develop technical sales material for large and complex sales opportunities.
- Develop and deliver technical presentations, demos, and training.
- Provide specialist knowledge in applying SCADA International's software and architecture.
- Facilitate customers' product/application understanding.
- Gather insights on customer technically needs and requirements and bring knowledge into the organization.
- Travel to customer locations and conferences approximately 15% of the time.

We expect you to achieve success in this role by applying strong communication skills, being good at aligning technical and engineering expectations, collaborating with your colleagues across departments, and providing the impression of a highly professional and competent organization when faced with external stakeholders.

## Your background

We are looking for a strong technical profile with a commercial mindset.

The person who fits this key position needs to be technical strong and commercial experienced. It is mandatory that you bring some experience from the renewables with a focus in wind industry. We imagine that you have an engineering background combined with 2+ years of relevant experience within pre-sales, product management, SCADA commissioning, or a similar area. Ideally, you have direct experience working with customers from an international and project-based organization. It is important you have experience from the wind renewables, from an OEM, or similar in the Wind industry.

Most importantly, you easily understand complex technical issues and can convert these into solutions and communicate them to the customers in a meaningful way. Candidates who hold a high level of technical knowledge from the renewable industry will have an additional advantage.

To be successful in this position, you:

- Can approach customers to gather requirements and pain points. Listening actively and asking relevant questions to identify specific needs.
- Can stay organized, prioritize, and are confident in making decisions.
- Have extensive knowledge of SCADA systems – HW, SW, and communication infrastructure.
- Are motivated by working on many different types of tasks and projects simultaneously.
- Possess outstanding documentation and communication skills.
- Enjoy working with multiple stakeholders.
- Create value by sharing knowledge and collaborating with colleagues.
- Have an international mindset and you thrive in working with different cultures.

If the description above sounds like you, we would love to hear from you!

## Apply

We are looking for someone to start as soon as possible, but we are willing to wait for the right candidate.

If you have any questions for us, you are more than welcome to contact our Head of Sales Engineering & HW design, Simon Klarbaek, at +45 6154 5330. We review candidates on an ongoing basis, so please don't hesitate to get in touch.

To apply, please send your CV and application via our [website](#).

## We are SCADA International

At SCADA International, we are specialists in renewable energy. We design and build intelligent software and hardware solutions that capture data from various sources and turn them into decision-supporting information, enabling our customers to optimize production.

We are a dynamic organization of 160+ people spread out across our eight offices in Europe and the US. The way we work is characterized by adaptability and collaboration, which are key to our success. Working with us, you will be offered a high degree of freedom, and you will become part of a friendly environment with innovative and bright colleagues.