

As a **Sales Engineer** with LS Energy Solutions, LLC (LSES) you will be part of an agile team, playing a critical role in helping us grow our business in the Energy Storage marketplace. In this role you will serve as a vital link between our business and our customers, helping to discover business requirements and articulate energy solutions that will meet our customers' needs. You will be responsible for developing viable commercial solutions to our customer's challenges while managing customer's expectations.

Our ideal candidate has several years of technical sales experience in the world of battery and energy storage and loves being an integral part of the sales process from discovery up to implementation. This person is analytical, organized and able to eliminate technical and sales obstacles through creative and adaptive approaches. As a Sales Engineer, you have the ability to collaborate cross functionally, manage external relationships, and you're comfortable conducting meetings and presentations to share ideas and findings. You have a "big picture" mentality that is efficient and effective at critical thinking and problem-solving.

We are seeking a candidate with experience within battery and energy storage, either working at a company in the industry or directly supporting the industry (i.e. vendor/consultant). Your experience in the industry will be critical to successfully positioning LSES' ability to solve the unique needs of energy clients.

Key Responsibilities

- Partner with Business Development and Engineering to understand the customer's business and technical requirements and ensure that the solutions developed meet business needs and requirements
- Participate in the complete sales development cycle, from capturing customer requirements to testing, and post-delivery support; working as the liaison between LSES and customer driving handover documents and meetings
- Lead the design/development of public/private sector proposals in response to RFIs, RFQs, and RFPs; producing detailed topical proposals (including proposal concept, delivery of services, pricing, identifying client requirements) that reflect the customer's requirements and needs
- Collaborates with engineering team to develop drawing packages, verify equipment details, and validate project scope and cost estimates
- Select and define control system operating modes required for project and ensure that battery sizing correctly models the project use case and that the control systems are capable of required operation
- Serves as the technical subject matter expert, providing product knowledge support to the Business Development team throughout the sales cycle and managing all technical aspects of presales solution design and engineering
- Align internal resources for system designs, concepts, drawings and engineering support to provide winning proposals in a timely manner
- Maintain a deep understanding of LSES capabilities and target markets

- Help us to identify areas where we can improve customer satisfaction and repeat business, then communicate those issues and possible solutions to upper management
- Benchmark and evaluate new technologies or new offerings from suppliers and integrate into our solutions
- Routinely participate/contribute to customer strategy meetings
- Keep abreast of market trends, requirements and competition; become a solutions expert and innovator.
- Develop and maintain project integration documentation, customer specific requirements and test/use cases, interface control documents, and integration manuals
- Design system from battery sizing to balance of plant and interconnection for sales and contracting
- Maintain knowledge of applicable codes & standards and certifications in the Energy Storage industry

Education & Experience

Bachelor's degree in Engineering (or related discipline)

7+ years of relevant work experience that demonstrates application of analysis, design, and testing to solve complex engineering problems

3+ years of experience in electrical systems and equipment (batteries, inverters, controls, etc.)

3+ years of technical sales or consulting experience

Demonstrated success in writing sales proposals

Advanced knowledge of battery system sizing, power systems, and power conversion technology

Strong background in Energy Storage market

Lithium battery management systems experience

Software programming experience

Understand different battery technologies in the marketplace and technical/commercial differentiators

Knowledge of electrical design, integrating batteries with inverters

Knowledge of commercial contracts, guarantees, and how the design and proposal should address those issues

Strong skills in project management and quantitative analysis

Ability to read/interpret and write detailed specifications and technical reports

Strong (written and verbal) communication, presentation, and analytical skills

Demonstrated ability to analyze customer needs and accurately translate to drawings and quotes

Strong knowledge of engineering fundamentals (electrical, mechanical, etc.)

Familiarity with relevant communication protocols, computer interfaces, and programming platforms and languages

Ability to understand and interpret engineering drawing

Utilize knowledge of engineering principles to provide solutions to challenging design problems

Understanding of product lifecycle

Knowledge of basic electrical design concepts, engineering principles, and AutoCAD

Adaptable, collaborative and able to work with internal and external teams, customers, vendors

Organized, self-starter with a 'can do' attitude with the ability to think ahead and resolve problems (creative/solution oriented)

Ability to work in a dynamic environment and multitask

This job description provides a statement of the general purpose of position and provides an outline of the duties and responsibilities involved. This job description in no way states or implies that these are the only duties to be performed by an employee occupying this position. Employees may be required to perform other related duties as assigned. This agreement does not constitute an employment agreement between the employer and employee, and is subject to change by the employer as the organizational needs and requirements of the position change.