

SIMBIOSI

Vacancy: Back Office Junior Sales Engineer

The Simbiosi Company operates as a developer and supplier of innovative technologies in the field of sustainable and green economy, including energy efficiency, nature based solutions, the circular economy between different systems, the reduction of consumption of natural resources, efficiency and the sustainability of production processes and real estate investments and in general everything aimed at reducing the environmental impact of the targets to which it refers.

Simbiosi has resources and skills and is equipped with organizational, diagnostic, planning, management, economic and financial capabilities that make it able to implement solutions in the field of distributed generation and cogeneration with the aim of improving overall efficiency and rational use by the final consumer, thus contributing to a significant reduction in environmental impact.

Simbiosi is located in Giussago (PV) inside the Giulio Natta Innovation Center in a peri-urban context of over 1700 hectares in which agricultural activities and agro-industrial experiments also take place, where star-ups and corporations find space to carry out research and grow, where there is a largely renaturalised context of over 400ha in which from 1995 onwards hectares of land intensively cultivated with natura have been returned, creating an oasis of biodiversity which still today shows the effects of the Nature Base Solutions applied to the territory.

What we are looking for

The Simbiosi Company, with a view to continuous organizational development, is looking for a technical professional figure with environmental and/or energy engineering or landscape architectural training, who has a strong aptitude for personal relationships, who is willing to undertake a commercial career and/or or in business development, to be inserted in the technical commercial field as Back-office Sales Engineer Junior, even with little work experience, who will operate within the same Simbiosi commercial organization to support the CCO to create technical documents, presentations and contests to supporting the actions of the company's sales representatives, also interfacing with marketing and the various technical functions.

Main activities and responsibilities

The main responsibility of the Back-office Sales Engineer Junior reporting to the Commercial Management (CCO) will be to support the action of the commercial network with on-desk activities to support projects.

He will have to manage the document preparation process on desk, ensuring the timing of the presentation of offers, contents and their drafting from start to finish. This includes

working with stakeholders to come up with the technical part, storytelling, creating slides, incorporating feedback and meeting deadlines.

He or she will carry out the following activities:

- Support the Sales Director and the various Sales Managers with the development of on-desk activities for project presentation, specifications, solution offers, etc.; the business it will support is transversal to various applications that the company deals with (energy efficiency in processes, resource recovery, biogas or biomethane, integrated territorial solutions and nature based solutions etc.)
- support the commercial network for pre-Sales technical aspects, both in the pre-sales phase and in the lead to prospect and lead generation qualification phase;
- constantly update the company CRM and take care of periodic reporting on the activities carried out;
- interfaces internally with other company functions (Marketing, Project Management, Administration and Board) in order to facilitate processes and workflows.
- Coordinate with the Proposal Engineering Office and the commercial network ensuring compliance with deadlines
- develop presentation documents for technical and economic feasibility analyzes (powerpoint, word, etc)
- prepare the offers and the related technical documentation and draft the contractual wording according to the indications of the various company functions.

Main experience and skills required

Degrees in Engineering (Environmental, Energy, Management, Chemistry) or in Marketing & Communication if with experience in the systems/technology field or equivalent academic training;

- At least 2 years' experience in similar activities in technological marketing offices of project companies and/or in commercial offices of EPC and/or engineering companies active on projects in the renewable energy sector and/or in sales in the industrial field, preferably of complex and customized services and projects, with a consultancy approach;
- We also alternatively consider minor experiences and/or first-time candidates if particularly promising, dynamic and proactive
- Knowledge of effective communication techniques in project presentation (Word, Powerpoint, masterplan presentation, etc)
- Fluent knowledge of Italian and English language;
- Nice to have: other language between French, Spanish, German;
- Nice to have: passion and interest in Green issues (Sustainability, Circular Economy, Energy Saving; Smart Land);

Soft skills

- Proactive
- Innovative in finding solutions and presenting complex solutions in a communicatively effective way
- Pragmatic and efficient in dealing with operational issues.

- Relatively autonomous
- Quick and effective
- Organized and able to respect deadlines
- Predisposition for teamwork and customer orientation;
- Knowledge and habit of using the main IT systems (Office package - especially Powerpoint).

WORKING METHOD: on site – office at the Giussago (PV) headquarters – Innovation Center
Giulio Natta

CONTRACTUAL LEVEL: to be defined based on experience

SALARY PACKAGE: to be defined based on experience