

Sales Engineer - We offer the most fascinating challenge to explore the frontline on a unique and efficient waste-heat-to-power solution that the world has been waiting for.

We are a growing 21TDMC company in Berlin that offers its employees a unique opportunity to participate in developing the most efficient thermal engine in the world, a responsible position in a professional, multinational team.

As you get familiar with the solution, you can't wait for the whole world to hear about 21TDMC. There is no time to waste, so you hit the road to find new pilot customers, launch pilot projects and close R&D licenses. The job includes sales, customer relationships, and project management. You will be the first contact and the face of our company for customers in DACH-area. As a representative of our R&D team, you will make sure that the expectations and deliveries match, and projects are well organized, well communicated and managed. You make sure that operations are held in a professional manner building a sound relationship and confidence with customers.

The Company: 21TDMC is developing an efficient and economical solution to produce power from low-temperature differences, such as ultra-low-grade waste heat. We aim to make a positive difference for global climate change by reducing emissions and enabling energy saving for industries. We value our clients and employees alike. 21TDMC Germany GmbH is part of 21TDCM Group Oy, and the headquarter is located in Helsinki, Finland. Our R&D operation is located in Berlin.

- Our values are: Prosperity for the planet, for people and businesses.
- We believe in: Only a fundamental change can make a difference in the field of heat engines.

The Position: We're looking for a **sales engineer**.

- We offer a great level of freedom to work.
- We also offer up-to-date tools of your choice and an office in beautiful Wilmersdorf, Berlin, only 150m from the S+U Bundesplatz station, enabling fast and easy commuting to anywhere in Berlin.
- We offer a position with a high opportunity to increase your expertise and significance in a unique solution in the fast-growing field of waste heat recovery.
- We offer an important position in a small but growing team, a great chance to organically end up in a place in the management level in business.

Requirements:

- B.S. in a technical field and a minimum of 5 years of experience. Advanced technical or management degrees are a plus.
- Proven work experience as a Sales Engineer.
- Proven track record selling complex technology solutions, including paid R&D projects.

- Experience with one or more of the following areas is required:
 - Mechanical Engineering
 - Systems Engineering
 - Project Engineering
 - Leadership - Task or IPT Leader and/or Functional Management
- Fluent in English
- Native/bilingual Germany
- Good understanding of heat recovery systems and industrial processes
- Strong documentation, presentation, and interpersonal skills and ability to influence others
- Self-motivated to tackle challenges and generate innovative ideas
- Self-management skills and high work ethics, seeking and accepting feedback wherever you can get it, deciding what to change, and going for it.
- Demonstrated understanding of business sales and marketing practices, ability to conceptualize and communicate business needs
- Experience in working with CRMs and ERPs and developing a sales funnel
- Ability to travel up to 50%

Preferred Qualifications & Skills

- Experience in technical and project sales and project management
- A demonstrated ability to collaborate with various people and organizations to achieve results

Responsibilities:

- Lead generation and closing pilot projects and R&D licenses in DACH-area.
- Customer acquisition and Company representation in various events in the market area.

The Location: 21TDMC Germany GmbH is based in Berlin. This is a great place to live due to the reasonable cost of living, amazing startup culture, and the beautiful nature, lakes, canals, and parks. Our office is located very close to the S+U Bundesplatz station, which is only 25 minutes from Mitte, or the Berlin-Tegel airport.

Join us and share your passion with a compact, fast-moving, innovative and energizing team!

Apply or ask more by sending an email to:
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