

Welcome to the future of solar lighting, welcome to hei!

hei is an Austrian company, established in 2001 and based in Vienna, specialising in creating cutting edge solar outdoor lighting, photovoltaic modules and solar powered Smart City / IoT applications. We emphasis aesthetic, technical and practical excellence in every part of our business, working together to create premium quality products. We are proud to have products installed across the globe, from the U.S.A. through Europe to the U.A.E. We also pride ourselves on the highly diverse nature of our colleagues, with over 15 nationalities being represented in our 40 employees!

To enhance our team, we are looking for a

Sales Engineer for Solar Outdoor Lighting (m/w/x)

to join our company as soon as possible. In this position you are the face to the customers and represent our products worldwide. Throughout the process you are the contact person for our clients and work closely with all hei departments to find a solution for the technical needs of our customers.

YOUR RESPONSIBILITIES:

- Sales of solar lighting and smart IoT products mostly abroad
- Establishing and supporting a worldwide sales partner network
- Technical support for clients and sales partners; preparation of technical submittals
- Clarification/ specification of customer-specific (special) solutions on the technical level
- Preparation of technical and commercial offers

YOUR QUALIFICATION & SKILLS:

- Minimum 2 years of B2B sales experience, preferably in a technical field
- Higher technical education (minimum bachelor level, e.g., in electrical or mechanical engineering, renewable energy systems, communication, computer science, or lighting design, etc.)
- Excellent spoken and written English and French, knowledge of Arabic, and German of advantage
- Knowledge of lighting design photometric planning software (f.e. Dialux) would be of advantage
- A high level of quality, - service awareness, - and customer orientation, as well as willingness to travel

WHAT WE OFER:

- A diversified job
- Innovative and unique products with a high market potential
- A high degree of personal responsibility
- Cooperation with an international team

The minimum yearly salary (based on the Collective Agreement) amounts to € 37.000. The actual salary is aligned to professional experience and qualification.

THE APPLICATION PROCESS:

If you are interested in this challenging and varied position, we look forward to receiving your detailed application!

To apply please send one document containing your CV, and a short covering letter to recruitment@hei.at. Please allow approximately two weeks for us to respond to your application

We look forward to receiving your application!

hei Technology International GmbH, Ameisgasse 65, 1140 Vienna, Austria