

Sales Engineer Capex Management

Weissenrieder & Co. is a Swedish SaaS company and the global leader in Capex Strategy analysis and Capex Management. Our solutions enable clients to optimize their Capex Strategy decisions and maximize their cash flow. We have been the lead advisor in establishing long-term capex strategies for over 700 production sites. Our clients operate worldwide and are mainly corporations within capital intensive industries globally. We combine extensive hands-on practical experience and theoretical insight with unique tools and processes for enabling Capex Strategy Analysis and Capex Management.

As a Sales Engineer you will identify customer problems, develop solutions, and present the Weissr Capex value benefits to the prospect clients, and address any technical objections. To realize this, as our Sales Engineer, you should have a strong desire to utilize your technical and sales skills to understand the customer's needs and requirements. The Sales Engineer should be highly proficient in assisting to develop a technical sales strategy and have the ability to partner effectively with colleagues in Sales, Marketing and Product Development. Experience in delivering compelling demonstrations of cloud solutions and products is essential, as well as proficiency in Swedish and English to support clients throughout the world and work closely with your colleagues.

We are looking for an energetic individual with the ability to work closely with our sales colleagues, with a strong focus on business opportunities and sales.

Responsibilities for the role:

- Work with your colleagues in the Sales Team to articulate the overall Weissr Capex value proposition, vision, and strategy to customers
- Own technical engagement with customers during the sale process. Communicate Weissr's value based on activities and work with customers on any identified issues or concerns to successful conclusion
- Technically close complex opportunities through advanced competitive knowledge, technical skill, and credibility
- Deliver product and technical briefings / presentations to potential clients
- Maintain accurate notes and feedback in CRM regarding customer input
- Proactively engage and communicate with customers and Weissr business/technical teams regarding product feedback and competitive landscape

What you hopefully bring along:

- Experience in selling and supporting software products to technical customers and buyers in large, sophisticated organizations.
- Strong written and oral communication skills are required.
- Experience of and a thorough understanding of the principles for data transfer between systems such as: ERP, DMS, SSO, CAD, Workflow solutions, etc.
- Ability to understand and discuss high level solution architecture
- Ability to have a sensible conversation around information and cyber security
- Preferably 3 years in a Sales engineering or DevOps engineering role
- Experience of working with Jira and CRM
- Able to embrace change while maintaining focus
- Fluency in Swedish and English is required

Desirable education: University degree

The successful candidate is living or intending to live (before hire date) in metropolitan Göteborg.

Submit application to: jf@weissenrieder.com with your CV, and useful documentation for the position.

Start date: Preferably early 2022 or according to agreement.

Weissenrieder & Co. AB

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