

Technical Pre-Sales Engineer - Heat Pumps (m/f/d)

The role of Technical Pre-Sales Engineer is to work with all internal and external customers to develop a seamless pre-sales technical and planning service for the RLC UK portfolio of products.

This role will support the current range of products (residential & commercial) and all new technologies that the company introduces to the UK market.

This is primarily an office based Technical Pre-Sales Engineer role that ensures customers receive a high-quality pre-sales technical response to enquiries.

As a Technical Pre Sales Engineer, you'll be responsible for:

- Assist external sales teams (Residential, Commercial and Industrial Projects) across a broad range of products and are technology experts
- Working primarily on renewables and heat pump projects
- Provide system proposals with the support of the Technical Pre-Sales Administration team
- Interact with customers to determine technical product solutions, ensuring that all necessary information is collated prior to producing a proposal to comply with building regulation, design standards and electrical requirements
- Carry out heat loss and energy calculations
- Management of current and future planning tools
- Check hydraulic schematics from consultant's/contractors and /or provide our own schematics for the correct specification including controls
- Fully understand Viessmann's MCS process & Building regulation
- Support the sales team by ensuring that the business is kept up to date with changes to products and systems and that these are communicated and implemented effectively
- Attend trade shows and exhibitions when required
- Continually improve processes and standardise our market proposition
- Support the completion of customer tenders

To be successful in this role, you should have:

- Engineering degree or similar
- Gas industry experience
- Previous experience in commercial controls and renewable technologies
- Industry experience in Heating/installations & understands commercial systems
- Strong relationship building skills with the ability to negotiate and influence others
- High focus on delivering exceptional customer service
- Excellent commercial awareness
- Be passionate about delivering the best solution for customers needs
- Thrive in a busy working environment
- Excellent written, verbal and presentation skills
- Excellent IT skills and experience of Google Workspace would be an advantage
- Presentation skills and ability to conduct meetings
- Experience of working within a fast moving and dynamic environment
- Competitor knowledge
- Successful sales experience in a similar field
- Willingness to travel throughout the UK
- Hold a full clean driving licence

What we offer:

We offer excellent development opportunities, an attractive salary and exceptional benefits including the following:

- Competitive salary
- 25 days annual leave (Excluding bank holidays)
- Annual bonus scheme
- Company pension
- Employee Assistance/Wellbeing Programmes
- Life Insurance
- Business tools, including mobile phone, laptop
- Career Progression

Who we are:

Build a career with confidence

Carrier Global Corporation, global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the centre of everything we do.

Our commitment to you

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is The Carrier Way.

We believe in people and their potential. If you are up for the challenge and want to be part of the energy transition, apply now!