

## Job Announcement

Eniram is revolutionizing seafaring by developing cutting edge information technology to reduce fuel consumption and emissions. Eniram has created a product portfolio that provides the tools for the crew onboard and naval operations onshore to enhance vessels performance and operations.

Our cross-functional team of software experts, seafarers and shipbuilders is keen to challenge the industry's current way of thinking. Our expanding customer base is global by nature. This is an exciting time to join Eniram and due to our rapid organic growth, we are looking for a highly motivated and multi-talented

## Solutions Engineer

**Location** Sonning (near Reading), UK  
**Reporting to:** VP Sales

### Overview

The Solutions Engineer (SE) works with the Sales Managers and other sales team members, to assist in the sales process in meeting or exceeding a revenue quota through the selling of products and services to end users in an assigned territory. The emphasis is on technically qualifying prospects for the team, identification of needs and assistance in selling Eniram's products and services through a structured sales process. The SE manages the Company technical relationships with end users by virtue of strong knowledge of the Company's products, services, and practices as well as the shipping industry. They will provide confident, high-energy custom presentations and proposals and lead meetings, with minimal guidance or supervision.

### Principal Duties and Responsibilities

- Preparation and delivery of technical presentations to sales prospects
- Ability to understand the customer's specific issues and identify the appropriate products from Eniram's portfolio to meet the customer's needs
- Design software solutions for sales prospects
- Write statements of work for professional services engagements
- Manage technical closure of sales opportunities
- Provide technical support on evaluations
- Communicate customer product feedback to development, marketing, and professional services organizations inside Eniram
- Is effective in all verbal and written communication methods, especially in utilizing the telephone, email, and other electronic means.
- Preparing and presenting high quality business letters, proposals and presentations.
- Effective problem solver to remove technical obstacles in a sales cycle.
- Maintains timely, accurate and reliable records of conversations, meetings and other contact with accounts via Salesforce.com.
- May represent Company at regional user meetings, trade shows and seminars through attendance and participation

## Requirements

- The individual will have at least 3 years technical pre-Solution Engineering experience in the maritime technology environment. Seafaring command or engineering on large commercial vessels experience is a plus.
- Have strong working knowledge of the commercial and technical aspects of the maritime industry, with established contacts in the industry. Experience with modern automated bridge systems, ECDIS, Control or other complex marine technology is a plus.
- A fluent English speaker with excellent verbal and written communications skills to communicate with prospects, customers, co-workers and other members of staff. Other European verbal skills are a plus.
- The individual should be comfortable working directly with customers in the technical sales and account management process, and possess strong written and verbal communication skills.
- The individual should be comfortable making formal presentations in person (to both large and small groups) and via web and video conferencing tools.
- Very good interpersonal skills, with a track record of working closely with colleagues on team projects
- The individual primary presales territory is EMEA. However based on requirements, they may be required to support sales engagements in other regions (for example USA, China, Korea and Japan).
- Must be a self-starter, self-sufficient, aggressive but highly professional technical representative with great attention to detail.
- Good PC skills across all major personal productivity applications.
- Have a current passport and a valid driving licence.
- The individual will be traveling frequently to customer meetings and conferences around the region.

## Location

- This position will be located at Eniram's Sonning (near Reading), UK office.

## Salary and benefits

- Attractive base salary and variable bonus based on performance
- Mobile phone and laptop PC will be provided.
- Benefits package includes up to 25 days annual holiday (where appropriate)
- Private healthcare (including family)
- Interesting work in a capable team in an international environment
- Flexible working hours
- Good opportunities for professional development

The position will be filled as soon as possible.

To apply, please send your application in English including a CV and salary request by e-mail to [careers@eniram.fi](mailto:careers@eniram.fi) in reference to "Solutions Engineer, ME/UK/024".

For more information on Eniram please refer to [www.eniram.fi](http://www.eniram.fi)