



ABB is a leading global technology company that energizes the transformation of society and industry to achieve a more productive, sustainable future. By connecting software to its electrification, robotics, automation and motion portfolio, ABB pushes the boundaries of technology to drive performance to new levels. With a history of excellence stretching back more than 130 years, ABB's success is driven by about 110,000 talented employees in over 100 countries.

On behalf of our client, ABB a global engineering company, we are looking for a Sales Engineer, responsible for a full range of Electrification portfolio of E-mobility solutions and Electric Vehicle Charging Infrastructure and preparation of technical and commercial solution proposals.

As ABB is a world leader in this segment, on this job position you will be working with the innovative, modern and state-of-the-art technology and have an opportunity for professional development.

Sales Engineer (Belgrade)

Your background:

- ▶ College (applied/vocational studies), Bachelor or Master degree in Electrical Engineering,
- ▶ Desirable work experience on similar position,
- ▶ Strong motivation, willingness to learn, expand knowledge and technical skills,
- ▶ Previous experience in engineering, commissioning or project management is an advantage,
- ▶ Understanding of project electrical documentation, schematics and circuit diagrams,
- ▶ Good knowledge in both spoken and written English language,
- ▶ Very good knowledge of MS Office applications is mandatory,
- ▶ Readiness for travel and visits to customers according to market allocation,
- ▶ Driver's license B

Your responsibilities:

In this role you will be a part of the global Sales organization of Business area Electrification, working in a global, dynamic environment with continuous development possibilities.

The main tasks will be:

- ▶ Working on portfolio of innovative E-mobility solutions and Electric Vehicle Charging Infrastructure,
- ▶ Follow up and constant monitoring of new information regarding the segment of E-mobility and EV Charging Infrastructure,
- ▶ Analysis of customer expectations and tender requirements,
- ▶ Preparation of technical and commercial parts of the offers,
- ▶ Ensures appropriate technical and financial aspects of offers, including prices and commercial terms and conditions,
- ▶ To promote customer understanding of ABB portfolio offering, and provide suitable solutions to ensure a positive, customer experience throughout the sales process,
- ▶ Clarification of the technical and commercial part of the offer and participation in negotiations,

What we expect of you:

- ▶ Positive, energetic and extrovert personality,
- ▶ Orientation towards achieving goals and problem solving,
- ▶ Team spirit with strong sense of responsibility,
- ▶ Highly expressed communication skills,

Feel free to contact our colleague Nataša for additional information: Natasa.Nadi@adecco.com

Only shortlisted candidates will be contacted



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