Are you a driven engineer with business acumen? Does the field of Smart City, IoT and AI excite you? Do you want to play a key role in expanding the global footprint of our smart street lighting solutions? Join our international team based in India and the Netherlands to help us drive sales and build strong customer relationships across the globe.

Sales Engineer

Sales Engineer at Tvilight will be instrumental in driving sales by combining technical knowledge with strong commercial skills. The ideal candidate will engage directly with customers to understand their needs, demonstrate how Tvilight's smart city solutions can meet those needs, and ensure successful adoption and satisfaction. This role involves working closely with the sales team to identify and capitalize on opportunities, propose the most appropriate solution, and close deals.

Key Responsibilities

Sales & Business Development

- Identify and pursue new business opportunities
- Support sales team by providing technical expertise during the pre-sales and commercial phases.

Sales Support

- Prepare RFP / RFI responses, ensuring all technical requirements are accurately represented.
- Prepare commercial proposal/ offers.
- Professionally present Tvilight solution (platform, products, benefits) in customer meetings.
- Contribute to the development of sales and marketing materials from a technical perspective.
- Participate in trade shows and conferences to promote Tvilight's solutions.

Customer Engagement

- Act as technical liaison between sales and potential customers.
- Conduct in-depth product demonstrations and technical presentations to showcase the value of our solutions.
- Engage with customers to understand their specific requirements and offer tailored solution.

Solution Customization and Implementation

- Work with the product development team to ensure proposed solutions are technically feasible and meet customer expectations.
- Oversee the implementation of solutions to ensure they are delivered on time and within scope.
- Provide post-sales support to ensure customer satisfaction and encourage repeat business.

Customer Relationships Management

- Build and maintain strong relationships with customers to foster long-term partnerships.
- Gather and analyze customer feedback to identify opportunities for product and service improvements.
- Serve as a customer advocate within Tvilight, ensuring that customer needs are communicated to the product management and development teams.

Qualifications

Education & Experience

- Bachelor's or Master's (preferred) degree in Engineering, Computer Science, or a related field.
- At least 8 years of experience in sales engineering or similar customer-facing role, preferably in the IoT, Smart City hardware and software solution selling sector.

Technical Skills

- Strong understanding of smart lighting and smart city solutions.
- Proficiency in networking, software integration, and system architecture.
- Experience with technical documentation and proposal writing.
- Familiarity with cloud platforms and IoT communication protocols would be a plus.

Sales Skills

- Proven track record of meeting or exceeding sales targets.
- Excellent communication and presentation skills, with the ability to translate technical features into customer benefits.
- Strong problem-solving abilities and analytical thinking.

Soft Skills

- Highly motivated and result oriented.
- Customer-focused with strong interpersonal skills.
- Ability to work collaboratively in a team environment.

Benefits

- Competitive salary and performance-based incentives.
- Comprehensive group medical insurance (for self, spouse and 2 kids).
- Flat hierarchy that emphasizes creativity and excellence.
- Opportunities for professional development and career advancement.
- Work in a dynamic and innovative environment focused on Smart City, IoT and AI solutions.

About Tvilight

TVILIGHT is a leading provider of Smart City solutions, specializing in intelligent lighting controls and IoT applications. Our mission is to create safer, more sustainable, and connected urban environments. With a global presence and a commitment to innovation, Tvilight is at the forefront of the smart city revolution. Intellikonnect Solutions Private Limited is a TVILIGHT affiliate company. For more information, visit us at: www.tvilight.com

Contact Details

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