

## Pre-Sales Engineer (Benelux)

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Company: Ohme

Location: Belgium

Category: other-general

We're on a mission to make the switch to sustainable transport and energy faster, easier and more affordable. We use our own technology stack, data smarts and industry knowledge to build a game-changing capability. Our intelligent energy platform helps our customers access renewable energy, understand consumer behaviour, and powers smart charging for EVs.

The worlds of energy and transport are colliding and Ohme is at the heart of this. By using technology and data integrations to connect cars, chargers, people, energy providers and more, Ohme has a powerful platform that puts the consumer at the core.

Ohme has been selling its chargers to consumers since mid 2019 and has had exponential growth since. We are now operating in multiple countries and have partnerships with the likes of Volvo, Volkswagen UK, Mercedes UK and other innovative brands.

We are scaling up the business and are building out the team for rapid growth. If you're interested in joining a fast-growing cleantech venture on a journey to speed up the global transition to clean energy, read on!

### Your role

We are looking for **Pre-Sales Engineer** with Electric Vehicle charging experiences to support our growth and development in the Benelux region.

### Requirements

Be the subject matter expert about Ohme solutions, including our third-party integrations, and gaining a deep understanding of the technical intricacies involved in

implementing and operating these solutions.

Provide crucial technical support and product knowledge to our Sales team during customer meetings, and adeptly addressing any objections that may arise.

Assist customers in the deployment and utilization of Ohme solutions to address their specific collaboration challenges.

Collaborate closely with our Engineering, Product, and Customer Experience teams to ensure seamless transitions from prospects to satisfied long-term customers.

Enhance the Sales team's efforts by delivering compelling and positive customer product demonstrations that contribute to closing deals.

### **Who you are:**

Have experience in working with technical solutions before, a background in engineering is preferable.

A robust grasp of EV charging technologies, particularly in relation to AC charging is preferable but transferrable technologies such as solar or battery would be useful.

Demonstrate comprehensive understanding of EV charging systems and principles, with a focus on efficient delivery.

Exhibit strong desire for continuous learning in a rapidly evolving start-up environment.

Be capable of working closely with end-users in a consulting, services, or support capacity, as needed, which may require occasional travel.

**Live our values:** Move fast, be brave, push the bar, take ownership and be transparent. Be a team player with creative opinions, focused on driving solutions. Always look forward and learn from mistakes.

**Self-starter:** Try your best to always act in the customer's best interest and solve their problems. Be open to trying different ideas and feedback from colleagues.

**Outgoing and personable:** Enjoy speaking to people and starting conversations. Be able to be authentic and genuine to really listen and be empathetic towards the customer.

This is a **remote role**(for now!) until we open an office in the Benelux region. You will be expected to travel to visit our clients or our other office sites across Europe when required.

### **Benefits**

You'll get to work in a fast-paced and rapidly growing scale-up with global ambitions, that is cutting edge, passionate about sustainability and seeks to make the world a better place.

#### **Our benefits:**

Competitive salary and bonus

Diversity, Equity and Inclusion are at the heart of what we do and we encourage a culture where everyone can be themselves at work. We actively seek out a diverse range of talent and our policies ensure that every job application and employee is treated fairly, with equal opportunity to succeed and to feel included.

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Generated on: 2024-05-02 by [Expertini.Com](#)