

Sales Engineer

**México, Central America, Caribbean
Sales**

Power your life

Vestas offers you challenging career opportunities within a leading global organization. As the world's leading supplier of wind power solutions, we have delivered more than 40,000 wind turbines in 65 countries. Over 16,000 employees are eager to welcome new, dedicated colleagues on our journey to a more sustainable future. Would you like to join us?

Department

Vestas Mediterranean (MED) is an independent Sales Business Unit (SBU) within Vestas Wind Systems A/S, covering markets in the Mediterranean region, the Middle East, Latin America, the Caribbean, and Northwest Africa. Vestas MED is responsible for developing these markets in terms of sales, project installation, and customer service. The Mexico office covers Mexico, Central America, and the Caribbean.

Responsibilities and Tasks

Purpose: Provide support in the development, presentation, negotiation and execution of contracts, reporting project progress to the Sales Team, and interacting with customers. .

In this position you will:

- Coordinate and organize all the reporting activities, including liaise with the regional headquarters
- Collaborate with Technology, Construction and Service departments for the preparation of the bid processes
- Conduct competitive cost analysis
- Have a direct involvement in the selling process of wind turbines
- Support business development activities and search for business opportunities in the market
- Support during the contract negotiations with customers

- Prepare documentation for tenders
- Drive external market benchmarks

Qualifications and Work Experience

- Bachelor degree in Engineering (Electrical, Mechanical, Civil) complemented with certain grade on Finance knowledge will be specially considered as well as those with Postgraduate studies (MBA or specific Finance/ Engineering related master studies). Candidates with Economics/ Business Administration / Finance will also be considered.
- Previous experience is desired, preferred candidates would have experience in an international or global company undertaking similar responsibilities.

- Hard worker
- High personal drive, independent work style, result oriented and with well adaptation to a changing environment

- Knowledge of the Renewable/ Wind Energy Market is desired • Customer focused
- Very good business understanding, i.e. sales, service, projects, and supply chain
- Proven analytical and quantitative skills is a requirement • Strong skills in MS Office (especially excel). Knowledge on SAP will be desirable • Fluent in spoken and written English is a requirement
- Specific knowledge of electrical issues such as grid connection is an advantage.

What we offer

In this position, you'll be able to put your experience to the test in a modern and growing company. You'll have the opportunity to help lay the foundation for performance quality and excellence within the company,

and across business units. This is a starting position in the commercial track of Vestas, the career path for a successful candidate will take him / her to leadership roles in Sales activities.

Join Vestas and you'll cultivate your career in an inspiring environment at the world's leading wind turbine producer, which has an ongoing dedication to sustainability. We value individual initiative, the desire to take on responsibility, and the right balance between creativity and quality in all solutions. At Vestas your success is our success.

Additional Information

Primary work location is in Mexico City, Mexico