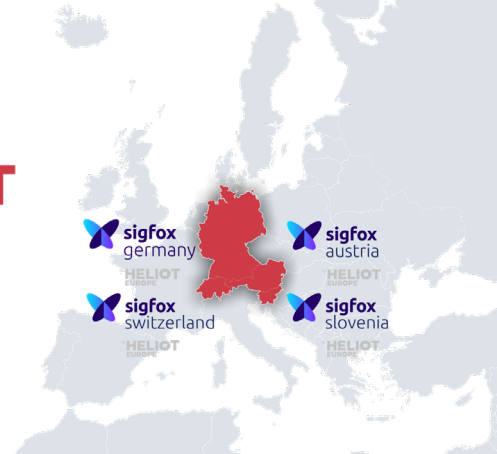


HELIOT Europe, the exclusive operator of the Sigfox 0G Network in Austria, Germany, Liechtenstein, Slovenia and Switzerland, is looking for well-versed, well connected professional, wanting to expand horizons to new clients, industries, technologies and geographies. HELIOT is the prime resource for access to the global Sigfox network in the DACH region.



## Technical Pre Sales Engineer DACH (f/m/d)

Support the European Sales Team | located Munich area, Germany

We are seeking an entrepreneurial person who loves getting things done efficiently and creating a great environment for our growing team. The **Technical Pre Sales Engineer DACH** will support the European Sales Teams in strong relationship with Sigfox ecosystem for achieving the fastest GO TO MARKET for new connected objects and services:

### Role Summary

- **Identify customer needs and support e.g.:**
  - Conduct ideation workshop in order to help the customer to define a business strategy
  - Guide the customer to select Use Cases to evaluate its opportunities for development
  - Evaluate its business case and help the customer to create a business plan
  - Identify best partners in Sigfox ecosystem to provide a be-spoke solution for customer
- **End2end project management of IoT projects e.g.:**
  - Advise the customer during the writing of product, technical and functional specs
  - Copilot with the customer the design of the object and its integration in its platform
  - Lead technical partners that will be proposed to customers to support their development
  - Run technical project reviews at each phase of the lifecycle
  - Support the customer during its industrialization / Mass production
  - Internal regular reporting
- **Sigfox Evangelization e.g.:**
  - Development of partnerships with local actors such as Device Makers, Platform integrators
  - Support relationships with the universities and IOT startups

### Your profile

- Engineering (telco/electronic) degree / 1 to 3 years of experience
- Successful projects management experience
- Electronic devices manufacturing knowledge
- Cloud / IoT Platform knowledge
- RF & hardware knowledge
- A completed experience in Internet of Things industry appreciated
- Excellent customer facing
- A positive mind-set, good management and communication skills, clarity and proficiency in oral and written communication
- Optimist who enjoys working with people from different cultures
- Organized, efficient, proactive, autonomous, and a self-starter
- Ability to work independently within a team, and be effective in a fast-paced, dynamic environment
- Reliability, integrity and trustworthy
- Languages: German / English, Bonus: French

### Contract

- Permanent - Full time
- German contract
- German law

Interested? Then apply via [hr@sigfox.de](mailto:hr@sigfox.de) or at the contact below – we are looking forward hearing from you.