



TECHNICAL SALES ADVISOR (TSA)

REQUIREMENTS:

- Bachelor Degree or Associates Degree from an accredited university in a hard science field.
- English (Advanced level).
- Two years of Solar PV installation experience highly preferred.
- Experience providing technical support, both in-person and remote via phone or webinar.
- Experience providing technical and product trainings preferred.
- Formal solar training/NABCEP Entry Level or Certified.
- Knowledge of NEC Code, UL and IEEE Solar PV standards.
- Ability to identify technical solutions to solve product performance or installation issues.
- Strong interpersonal and relationship driven skillset with ability to establish deep level of customer rapport.
- Team player with a high degree of self-direction and self-initiative.
- Strong verbal communication skills.
- The position is based in Estado de Mexico.

RESPONSIBILITIES:

- Works independently with clients and prospective clients, providing product guidance and technical support.
- Responsible for creating the strategy and framework that will be used to assist clients with system repairs.
- On-site assessment and recommendations of clients systems and prospective systems.
- Analyzing through technical knowledge the best and most effective methods for optimizing solar systems.
- Working closely with Territory Sales Managers to provide added technical support depth by lending technical knowledge to the acquisition of sales or supplier agreements.
- Training and Support including understanding of design and engineering support.
- Facilitates presentations or develops proposals, conducts demonstrations, acting as the technical expert, demo new products, FSP.
- Participates in trade shows and providing product and technical guidance or support at regional and national events.
- Provide frequent feedback to Sales and Engineering on new products, new features, prices, customer feedback, competitors, market trends, etc.

Send your CV to: bojorquez.sarahi@fronius.com