



POSITION DESCRIPTION

Role Title:	Technical Sales Engineer – Solutions & Energy Solutions
Reports To:	Portfolio Manager

PURPOSE OF THE ROLE

The Technical Sales Engineer – Solar & Energy Solutions is responsible for providing technical engineering support, solution development, and commercially focused pre-sales support to grow Corys solar, renewable energy, energy storage, and adjacent electrical solutions portfolio.

A core focus of the role is to work with key stakeholders to support early-stage project engagement, influence specifications, develop technically sound solutions, and support opportunities through to conversion.

This role combines technical capability with commercial awareness. The Technical Sales Engineer is expected to interpret project requirements, support solution design, provide product and application expertise, prepare technical documentation, and assist sales teams to position practical, compliant, and commercially viable solutions.

KEY TASKS	DELIVERABLES
Technical Engineering and Solution Development	<ul style="list-style-type: none">• Review project requirements, technical specifications, drawings, schedules and customer needs to support suitable solution development.• Provide technical input across solar PV, renewable energy, energy storage, and adjacent electrical storage.• Support the development of practical, compliant, and commercially viable technical solutions.• Work with suppliers and manufacturers to confirm product suitability, technical performance, compatibility, availability, and application requirements.• Prepare solution quotations, proposals, product schedules, product lists, and supporting technical documentation.• Identify technical risks, compliance considerations, product limitations, and practical implementation requirements.

<p>Technical Sales and Opportunity Development</p>	<ul style="list-style-type: none"> • Support and progress technical sales opportunities across customers, branches and project opportunities. • Engage early with key stakeholders to understand project requirements and technical needs. • Support the development of a strong opportunity pipeline through proactive engagement. • Work alongside internal stakeholders to convert technical opportunities into sales. • Contribute to sales growth, gross margin, and market share through solution based selling. • Balance technical solution quality with commercial outcomes, including pricing, margin, product availability and customer value.
<p>Consultant Engagement and Specification</p>	<ul style="list-style-type: none"> • Build and maintain strong relationships with project stakeholders. • Engage in early design stages to influence specifications and position preferred solutions. • Review and interpret specifications, identifying opportunities to align solutions with project requirements. • Provide technical input, documentation, and support to help secure product inclusion in specifications. • Track and follow up on specified opportunities to ensure they are converted through the sales process.
<p>Project, Tender and Proposal Support</p>	<ul style="list-style-type: none"> • Support technical input into quotations, tenders, proposals, product lists and project based solutions. • Review project requirements, specifications, and drawings to develop suitable technical solutions. • Ensure solutions are practical, compliant, and commercially viable. • Support tender submissions and project-based opportunities where required.
<p>Project and Customer Support</p>	<ul style="list-style-type: none"> • Act as a key technical contact during pre-sales and early project stages. • Provide technical advice and product support to customers and internal teams. • Assist with resolving technical queries and ensuring customer requirements are clearly understood. • Support smooth handover and coordination as opportunities move into delivery.
<p>Stakeholder Engagement</p>	<ul style="list-style-type: none"> • Build strong working relationships across customers, consultants, and internal teams. • Work collaboratively with branch teams, BDMs, and Channel Managers to improve outcomes. • Support internal capability by sharing technical knowledge and assisting with training where required.

	<ul style="list-style-type: none"> • Maintain a professional presence in the market to build confidence in the business and its solutions.
Commercial and Operational Support	<ul style="list-style-type: none"> • Maintain visibility of pipeline activity, specifications, and key opportunities. • Contribute to reporting, forecasting, and opportunity tracking. • Ensure accuracy and consistency in quoting, documentation, and follow-up. • Identify opportunities to improve processes, consistency, and execution.
Health & Safety	<ul style="list-style-type: none"> • Demonstrate visible health and safety leadership in all customer, branch and supplier interactions. • Identify and escalate health and safety risks where relevant. • Report incidents, hazards, and near misses promptly.

KEY RELATIONSHIPS

Internal <ul style="list-style-type: none"> • Portfolio Manager • Sales Representatives • BDMs • Regional Managers • Commercial Team 	External <ul style="list-style-type: none"> • Customers (current & potential) • Suppliers • Industry Associations (Contractors, Consultants)
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PERSON SPECIFICATION

BEHAVIOURAL COMPETENCIES

Technical Credibility	Demonstrates strong technical understanding of solar, renewable energy, EV charging, energy storage or electrical solutions. Provides accurate, practical and well-reasoned technical advice.
Engineering Problem Solving	Applies structured technical thinking to project requirements, specifications, product applications, and customer problems. Identifies risks, options, and practical solutions.
Commercial Acumen	Understands how technical solution design connects to customer value, pricing, margin, product availability, conversion and business performance.
Leadership	Inspiring and guiding the team towards achieving sales targets
Effective Communication and Influencing	Communicates effectively to build and maintain relationships. Clearly articulates ideas, actively listens, and seeks to understand others' perspectives. Adapts communication style to different audiences and uses influencing techniques to gain support and commitment.
Results-Driven	Demonstrated track record of meeting or exceeding sales targets.
Relationship Builder	Takes a long-term view of relationships, investing time and effort in nurturing them over time. Proactively seeks

	ways to add value and support to customers and partners. Recognises and celebrates milestones and achievements, fostering a sense of loyalty and mutual growth.
Customer Focus and Service Orientation	Places a high value on understanding and meeting customer needs. Goes above and beyond to provide exceptional service and ensure customer satisfaction. Anticipates customer requirements, seeks feedback, and acts promptly to address concerns or issues.
Networking and Relationship Development	Proactively seeks opportunities to expand networks and establish new relationships. Initiates and maintains regular contact with key stakeholders, customers, and partners. Takes the time to understand their needs, priorities, and preferences, and seeks mutually beneficial solutions.

KNOWLEDGE, EXPERIENCE AND SKILLS REQUIRED

- Experience in technical sales engineering, applications engineering, solution engineering, projects sales, electrical engineering support, solar, renewable energy or related electrical solutions environment.
- A detailed knowledge of the electrical industry is highly desirable
- Strong technical understanding of solar PV, renewable energy, battery storage, electrical distribution, or adjacent electrical systems is highly desirable.
- Ability to read and interpret technical specifications, drawings, schedules, project requirements, product data sheets, and technical documentation.
- Ability to prepare or support technical solutions, quotations, proposals, product schedules, tender documentation, and supporting technical information.
- Strong understanding of technical compliance, product suitability, application requirements, and practical installation considerations.
- A relevant electrical, engineering, renewable energy, trade, or technical qualification is highly desirable.
- Electrical registration, engineering registration, or formal solar/renewable energy accreditation would be advantageous but is not essential where equivalent industry experience exists.
- Proven experience in Technical Sales or in a similar leadership role
- Strong sales and business acumen
- Excellent leadership and people management skills
- Proficiency in sales techniques and CRM systems
- Analytical mindset and ability to interpret sales data
- Strong communication and negotiation skills
- Ability to travel regularly as required

OCCUPATIONAL HEALTH & SAFETY

PHYSICAL CONSIDERATION

Corys Electrical is committed to ensuring that employees' health and safety is not compromised either by the work environment or by work process and procedures. The company makes every effort to –

- Provide a safe and healthy work environment; and
- Reduce the risk to employees arising from identified hazards.

The company takes all reasonable steps to ensure that individuals are not appointed to positions which will endanger their health. It also ensures that all significant hazards associated with positions are identified.

As part of its occupational health and safety practices, the company may require a prospective employee to complete a health questionnaire prior to any offer of employment, in order to ensure that potential risks to employees are identified.

POTENTIAL HAZARDS

ACTIVITY	HAZARDS
Computing	<ul style="list-style-type: none"> • Use of computer monitor • Occupational overuse syndrome
Transport/distribution operations	<ul style="list-style-type: none"> • Moving vehicles
Driving	<ul style="list-style-type: none"> • Traffic • Road conditions • Fatigue
Warehousing	<ul style="list-style-type: none"> • Stacked product/obstacles • Manual handling and lifting • Spillages and slippery surfaces • Chemicals
Telephone use	<ul style="list-style-type: none"> • Cradling of mobile handset • No usage of headset