

**Azienda Multinazionale Leader di Settore, per la propria sede ubicata nell'immediato hinterland di Milano, ci ha incaricato di cercare la seguente posizione lavorativa**

**Job Description**

**Application Engineer - French - English fluency**

We are hiring an application engineer to provide tactical sales support for the CTS sales channels, focused on the Air Solutions portfolio. You will provide insides sales support through application guidance, competitive positioning, specification review, and special options pricing/delivery.

***Key Responsibilities***

- Provide support to the sales force in selection/use of equipment through customer specification/requirements
- Understand the requirements of customers in our key vertical markets to provide the sales channel clear direction for required scope of supply and product value positioning
- Provide product technical guidance aligning customer requirements and needs for sales force and potential customers. Interface with our engineering team for any special requests
- Develop competitive and solutions strategies in conjunction with the sales teams and advocate customers for product features and system solution design
- Create proposals: Review specifications, create deviations and comments to specifications, obtain vendor quotes, identify documents requirements for quote- Manage any third party suppliers.
- Interface between Sales, factories, engineering during the tendering stage and compile suitable and accurate Price Make Up schedules.
- Execute Engineered-to-Order process for the projects during tendering Phase
- Transfer the contractual requirement into technical requirement to our Engineering and Operations Team during the Order to Factory phase

***Qualifications***

- Bachelor or Master Degree in Mechanical Engineering required
- Fluency in French and English languages is required,

***Competencies***

- Excellent interpersonal and collaborative skills
- Managing channel conflict in a multi-channel environment
- Strong Technical Aptitude
- Commercial awareness
- Problem Solving Attitude
- Strong communication skills: written, presentation, verbal. Ability to train and create credibility with a diverse set of people
- Ability to think objectively and drive connection and collaboration both outside and within the organization
- Ability to work cross matrix and establish relationship and networks both internally and externally