



At **Wärtsilä**, our mission to lead the transformation of the Marine and Energy markets means there is a wide range of fields within our businesses and support functions for you to explore.

Our diverse roles span from underwater divers to cloud and machine learning developers, from assembly line workers to future fuel researchers, quality experts, and beyond. Our businesses, Marine and Energy, offer great opportunities for both traditional and modern engineering work, as well as exciting roles in various support functions. We operate in more than 70 countries all over the world!

SALES PROPOSALS ENGINEER (Temporary: 12 months)

Sales Proposals Engineer role means, through a proper commercial attitude, to develop capability to transfer product technical features into commercially appealing proposals highlighting the value of the proposed solution. It is accountable for the technical-sales support activities towards Sales Managers and Business Units in compliance with their requirements and inputs. Indeed, based on understanding of margin, cost calculation and pricing strategies, Sales Proposals Engineer is responsible for offers creation prepared within an advanced tool.

As Sales Proposals Engineer, your work will focus on these responsibilities:

Creating of high-quality sales proposals for Parts, FS and package solutions addressing customer needs and maximizing our value propositions, including documentation like but not limited to:

- o Commercial propositions
- o Margin calculations
- o technical scope
- o Description of scope
- o Documenting commercial and delivery terms
- o Seamless usage of Aqua and SC

Daily interaction with Marine Sales and Field Service operations, incl. managing of relationships with them.

Adoption of existing and new tool(s), templates, guidelines, processes.

Data quality in systems in use by Sales Proposals

Responsive to proactive and reactive demand within designated sub-Region to manage own proposal creation.

Proactively identify and propose available solutions for the customers to fulfil their needs together with Marine Sales

Systematically push Sales to follow-up on provided proposals.

Lead and initiate handing over process of assigned cases with delivery organization.

To be successful in this role, we expect you to have:

M. Sc. or B. Sc. or adequate experience from Maritime industry

Good skills for MS Office tools, Word, Excel.

Fluent in English and Spanish, written and verbal.

Awareness of cultural diversity.

Customer focus and capability of building strategic relationships.

Results-orientation.

Communication and interpersonal skills.

Drive for performance with positive attitude.

Encourage the exchange of ideas and collaboration across organizational boundaries.



Contributor towards developing a healthy team spirit and team dynamics.

In addition, as an ideal candidate you:

- Understand the value of collaboration and benefits it brings.
- Have high integrity, listen with good intention, appreciate feedback.
- Feel accountable for business impact and act to adjust when performance is not as expected.
- Develop an organization with high passion and drive, while making sure that it is fun doing business.

Create a candidate profile here:

https://career2.successfactors.eu/career?career_company=Wartsila&lang=en_GB&company=Wartsila&site=&loginFlowRequired=true&_s.crb=yTIPiLgyuwcNW6fgpvvCFJtAauWaAZVyQMz10xBgM1A%3d

Your candidate profile works like an open application, and you can define what kind of job you are looking for and in which location.