



SALES ENGINEER – Chicago IL US Corporate Headquarters

THE COMPANY

Nordex USA is the nimble and highly entrepreneurial American arm of Nordex SE, a global wind turbine manufacturer with 26 years of experience and internationally headquartered in Hamburg Germany. Nordex is one of the pioneer turbine manufactures with an installed base of more than 6.5 GW and growing. The American headquarters for Nordex opened in Chicago in 2008 and US manufacturing commenced in Arkansas in 2010. Today, Nordex USA has over 500 MW of installed capacity and 200 employees including manufacturing. Nordex SE has consistently been a technological leader introducing the first 2.5 MW wind turbine unit in 2000. Our robust and well-proven design is common to our portfolio of wind turbines. Nordex's design delivers best in class performance and availability. Our new N117 is one of the highest energy yielding turbines in light wind conditions available today. Nordex USA has attracted a powerhouse team of wind energy veterans with a history of technological innovation, solid corporate support and a turn on a dime, "get it done" attitude.

THE OPPORTUNITY

While the wind power industry continues to be dominated by ever larger companies as windpower corporate acquisitions outpace other industry sectors, Nordex still believes in the power of individual accountability, entrepreneurship, and timely responses to our customers' requests without layers of bureaucracy. As a Sales Engineer with Nordex, you'll work closely with the sales management team supporting the business development process with technical, financial and logistical information, administration and coordination from the first customer contact through closing to handover to the execution team. You'll join a stellar team of engineers, finance, legal, marketing and turbine experts all working together to effectively present Nordex power performance, turn-key development support, negotiate contracts and close deals. Your personal reputation, professional integrity, knowledge, and industry contacts are recognized and valued at Nordex. It's a level playing field at Nordex. Everyone pulls together to get the job done. If you're you've been involved in wind turbine sales for at least a year, have a sales engineering background and are looking for a top quality wind turbine OEM to join a winning team dedicated to delivering outstanding performance to the customer, read on. Nordex has environment you've always wanted.

POSITION STRUCTURE

Reports to the Director of Sales Engineering working in Nordex USA's corporate headquarters in the heart of downtown Chicago at the heart of one of the best public transportation networks in the country. You can really "go green" working for Nordex in the Chicago headquarters.

PRIMARY RESPONSIBILITIES

- Coordinate and collaborate on proposal preparation obtaining internal technical approvals as required.
- Perform as primary customer facing representative for all technical matters.
- Responsible for communicating Nordex specifications, requirements and programs related to turbine siting, manufacturing, transportation, installation, operation, warranty, parts, monitoring, and service.
- Create and deliver professional technical presentations for both wind development executives and technically astute audiences with engineering assistance as required.
- Prioritize requests and manages communication flow with Nordex technical departments as requested to support timely responses for proposal preparation and contract negotiations.
- Collect, calculate, and validate costs of turbines, transportation, project management services, parts inventory, maintenance and similar services service included in customer proposals. Utilize Nordex's Cost Calculation tool extensively in this effort.
- Participate in customer contract negotiations. Handle portions of the contract at the Regional Sales Manager's discretion.
- Ensure all contracts meet Nordex quality and safety standards incorporating applicable federal, state, and local laws, rules and regulations.
- Professionally address all customer communications in a timely manner following corporate coordination and notification guidelines.
- Represent Nordex, its products and services at customer meetings, technical conferences and industry trade shows.
- Actively collect market data regarding key issues, competitors' field performance, and market trends for internal distribution.
- Enter timely updates in the Nordex US CRM project information logs including sales cycle progress, order probability status, and more.
- Support Director of Sales Engineering's reporting requirements to upper management as requested.
- 25 % Domestic travel to project sites and customers meetings and annual trip to international headquarters in Germany required,

PRIMARY REQUIREMENTS

- 1 or more years in wind turbine sales engineering capacity
- 3 - 5 years experience in power generation or capital equipment sales in sales engineering and or sales support capacity.
- Demonstrated superior oral and written communication skills, organizational ability, project management and team participation practices.
- Proven ability to successfully interact with key wind customer executives, development, and construction management groups.
- Possess an advanced knowledge of wind turbine equipment and operation evidenced through participation in industry educational forums, academic studies, and/or personal pursuits.
- Demonstrated experience authoring technical, economic feasibility analyses, and financial modeling for wind turbine development projects and/or equipment sales.

- Fundamental exposure to functions of contract administration, cost accounting, budgeting and compliance for operating wind farms.
- Valid current US work authorization

EDUCATIONAL REQUIREMENT

- Bachelor's degree in engineering or directly related technical discipline from an accredited university or comparable experience
- MBA considered a plus

COMPENSATION & BENEFITS

- Competitive compensation package including performance bonus program
- Full benefits eligible. Relocation assistance available.

*Nordex requests resume be sent in confidence contracted recruiter
amorgan@gt-connections.com*

All employment decisions are made without regard to unlawful considerations of race, sex, sexual orientation, religion, national origin, age, disability, or any other legally protected status. Reasonable accommodations are available to qualified disabled individuals, upon request.