



Job title	<i>Sales Engineer</i>
Reports to	<i>VP Business Development / Country Manager</i>

Job purpose

Brenmiller Energy is looking for a dynamic professional to drive the rapidly growing energy storage market in the power to power and power to heat segments. This position will be responsible for identifying and evaluating new opportunities for energy storage projects in the US, relating to grid support (utility scale), on-site installations (co-generation) and district energy. The role will be filled by an individual with a deep knowledge of the electric power industry including, but not limited to, utilities, financial analysis, and energy policy (general and/or specific to energy storage). Ability to critically evaluate opportunities from an economic and technical standpoint, as well as strong communication skills, are essential. Basic understanding of energy storage and its applications is preferred, as is creative thinking regarding new energy storage applications.

Duties and responsibilities

- Identify market opportunities and business cases for storage by researching market potential for thermal storage applications in the US
- Generate leads with potential clients in the identified segments, following up on leads and operating as the lead point of contact for any and all matters specific to such customers (building and maintaining strong, long-lasting customer relationships)
- Work directly with customers to model, simulate, and assess energy storage and power system solutions
- Develop deep understanding of the regulatory environment in the US, including available funding plans, in particular for energy efficiency installations in the tri-state area and CA
- Attend conferences, webinars, and seminars to network with prospective customers, partners, regulators and other stakeholders
- Develop presentations and reports on the US market, relevant policies and the regulatory situation in place

Qualifications

- 2+ years work experience in the energy industry
- Knowledge of thermal energy systems and of electric power system fundamentals
- Able to successfully manage a wide spectrum of responsibilities independently or with limited oversight; consistently solve complex problems to move projects forward
- Ability to work directly with customers to assess opportunities, leveraging the company's technical expertise, and project development
- Excellent quantitative skills, financial analysis abilities, and spreadsheet modeling
- BS/BA Engineering, Science or a related field. MBA is preferred