

We are [HumanGrounds](#), a boutique Recruitment Agency specialising in Sales & Marketing and other various functions such as Finance, Accounting, Operations, Human Resources and Engineering.

On behalf of our client, we are looking for a **Product Sales Engineer**.

Our client is an established provider of energy and building systems solutions, offering high-quality products and technical support to engineering professionals, installers, and construction companies.

The ideal candidate will combine technical product knowledge with commercial insight to support business growth, optimize product lifecycle, and deliver innovative energy-related solutions.

Key Responsibilities

- Identify customer needs and propose tailored technical solutions for building installations to maintain and expand the client base.
- Plan, organize, and coordinate sales and project management processes in collaboration with other departments.
- Manage the full product lifecycle, including design, market launch, maintenance, and performance optimization.
- Develop innovative product strategies in the energy sector in collaboration with international suppliers.
- Prepare marketing and positioning strategies, following thorough analysis of market trends, competitive landscape, and applicable regulations.
- Work closely with the technical support team to develop technical datasheets, create training materials, and provide after-sales support.
- Provide ongoing training and technical guidance to the sales team and the network of installers and partners.
- Define key performance indicators such as sales performance and market share, and monitor product effectiveness through data analysis.
- Coordinate directly with the logistics, quotation, and pricing departments to ensure seamless operations.

Qualifications & Candidate Profile Requirements

- Bachelor's degree in Mechanical or Electrical Engineering.
- 3–5 years of experience in product or category management, ideally in HVAC or energy systems.

- Familiarity with logistics processes such as ERP and WMS systems and understanding of the needs of installers and mechanical engineers.
- Competence in market data analysis and tools such as Excel and BI software.
- Excellent command of the English language, both written and spoken.
- Basic knowledge of Italian will be considered a plus.
- Strong organizational, communication, and negotiation skills.
- Commitment to quality, technology, and environmental responsibility – core values of the company.

Compensation & Benefits

- Competitive monthly gross salary
- Annual performance bonus (individual and company-based)
- Company mobile & laptop
- Private medical insurance
- Continuous training and professional development opportunities
- Exposure to international suppliers and a nationwide network of engineers and installers
- Access to modern infrastructure and tools (ERP systems, seminar equipment, logistics center)

Ready to Ground Your Talent?

Apply here: <https://shorturl.at/Pj8P1>