



Application Engineer Underwater Robotics

Join us in creating the most innovative underwater robotic technology for the harshest environments in the deepest oceans and most turbulent waters.

We lead the world with the most advanced engineering, electronics and software systems for pioneering electric underwater technology.

We don't just create products – we are revolutionising the underwater world!

So come and be part of an innovative and agile team that is dedicated to smart and inspired technology that is rapidly changing the future of underwater robotics.

The Application Engineer is the primary technical resource for the field sales force. They are responsible for actively evaluating and matching customer requirements to technical and commercial solutions in line with Company strategy, across all of Saab Seaeye's 12 markets.

You will be a degree qualified engineer with knowledge of a broad range of engineering disciplines including electronics; software; mechanical engineering and hydraulics, ideally within the underwater vehicle application or a related sector.

Working in conjunction with the Sales, PMO and Systems Engineering teams as a key technical advisor and product advocate, the Application Engineer must be able to identify and propose reliable solutions for all customer underwater vehicle tasks to assure complete customer satisfaction. The Application Engineer must be able to establish and maintain strong relationships throughout the sales cycle, working with key internal and external stakeholders to identify and assist in the design of tailored robotic solutions.

Responsibilities:

- Maintain expert level of knowledge of our technology, products and underwater robotic market applications
- Travel internationally to customer premises, trade shows and conferences, making presentations and speaking on behalf of the business as and when required
- Identify customer's needs and sales opportunities to help future growth
- Convert customer requirements into solutions that can be relayed to the engineering and project teams
- Provide technical proposals and commercial quotations for both new robotic solutions and standard systems and products
- Maintain the technical content of standard system quotations and assist with pricing
- Provide technical input to other members of the sales team
- Sell, promote and communicate Seaeye capabilities/services to current and potential new clients, both business and technical users
- Provide design and specification development support to customers and distributors
- Provide input to the PMO and Engineering teams for the design and development of new products and system solutions to ensure effective planning, costing and design management in line with customer or market requirements

Saab Seaeye Ltd

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England & Wales
No 02022671

VAT No
566 6513 17



- Maintain professional business relationships within target accounts
- Enhance market position by answering technical questions and creating/adjusting content of marketing material based on VOC and other market factors
- Assist with development of new technical marketing material

Personal Skills

- Sound knowledge of unmanned underwater vehicles their related sensors and tools and applications
- Ability to apply industry specific sales and technical concepts
- High level of communication skills; verbal and written
- Ability to translate customer requirements into tangible solutions
- Willing to travel extensively as and when required by the business
- Develop and implement sales and related business strategies
- A strong commercial awareness, if not technical sales track record
- Ability to use intuition and experience to complement market data
- Excellent interpersonal skills and ability to forge long standing customer relationships
- Minimum IT skills; Email, PowerPoint, Word and Excel

The role is based full-time on site at our Fareham premises, attracts a full benefit package and competitive salary. Please apply stating salary expectations and availability.

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