

# GE

Field Application Engineer m/w Germany, Spain, Poland, Italy, UK, Austria, Belgium, Switzerland, Germany, Spain, France, United Kingdom, Hungary, Italy, Luxembourg, Netherlands, Poland

Bachelor's Degree in Engineering

**Role Summary:**The Field Application Engineer – Steam Turbo-Generators Controls (STG) and Distributed Control Systems (DCS) will provide application leadership for power generation STG control system retrofit and balance of plant (BOP) related DCS opportunities in Europe

**Business Segment:**

Oil & Gas Regions

**Function:**

Sales

**Essential Responsibilities:**

- Provide presales support on power generation STG & DCS opportunities
- Develop and maintain deep understanding of GE's STG & DCS solution and service offerings
- Understand customers' business goals, operating objectives and control system risks, and customize GE solutions to best meet their needs
- Understand competitors' regional value propositions and go to market approaches and support development of winning sales and solutions strategies
- Support optimal opportunity strategy and execution, including proposal development, delivery and tracking
- Establish relationships within key regional customers (including EPC's) to ensure a strong awareness of current threats and establish a preference for GE's solution
- Support key customer presentations/projects/proposals to drive growth of overall STG & DCS orders
- Partner with Product Line leadership to remain current on all market trends and anticipate changes in the market including regulations, threats, competitor approaches, etc. and continually educate Regional Teams on market dynamics and solution updates
- Lead effort to identify relevant case study sites and successful customer projects
- Deliver technical project / product presentation in industry forums (SOA/User meeting/Conferences), regional industry/application events

**Qualifications/Requirements:**

- Bachelor's Degree from an accredited college or university
- Good experience of STG control or DCS direct Sales, Technical sales support
- Well-rounded automation / controls knowledge on UCS / DCS / PLC's / SCADA
- Experience in the Power Generation and Oil & Gas markets
- Self-starter personality with high energy level, and startup business mentality are keys to success in this position
- Strong interpersonal and computer skills as well as the ability to multitask in a dynamic, geographically dispersed team environment are required
- Able to generate immediate credibility with customers, suppliers, GE sales/ project management/ engineering communities
- Excellent presentation, spoken and written English skills
- Ability and willingness to travel through Europe up to 75% of the time, as required

**Desired Characteristics:**

- Bachelor's degree in Engineering from an accredited college or university preferred
- Experience in Power Generation industry preferred
- While job location is flexible, candidates based in Spain, UK, Italy, Germany, Poland will be preferred