SOLUTION SALES ENGINEER

Posting ID: EM18528506
Company: Apana
Position Type: Full-Time
College Major(s): Civil Engineering (CEE)

Company Website: https://www.apana.com/
Work Location: Las Vegas, NV
Salary: DOE
College Level(s): Graduate Student, Alumni

OVERVIEW

APANA, based in Bellingham, WA, is a technology and services company that helps commercial and industrial firms manage water. The APANA solution provides detailed insight into total water footprint; identifying process drift, mechanical malfunctions, and failure points. Access to APANA’s real-time data and alerts empower facilities managers and maintenance staff to address problems proactively and to operationalize best practices throughout the organization's water network.

Roles and Responsibilities
This position is a technical sales role responsible for identifying water initiatives, planning and designing smart water solutions, conducting site reviews, presenting proposals, and closing sales to generate growth and market share for APANA. The Solution Sales Engineer is based in Las Vegas and reports to the VP of Business Development and Strategic Alliances.

- Develop new business in conjunction with APANA team members and partners
- Educate customers and partners about APANA smart water solutions
- Build eco-system relationships with customers, consultants, and engineering firms
- Act as a liaison between APANA team members, customers, and partners
- Process and analyze feasibility assessments and bid documents
- Participate in trade shows, technical seminars, and marketing events
- Prepare and deliver presentations and proposals
- Close deals to produce new business and expansion sales

Education and Qualifications

REQUIREMENTS:

- Education
- Four-year college degree preferably in Environmental Sciences, Facilities Management, or Engineering
- MBA preferred
Experience:
- Minimum 2 years in building or civil engineering, facilities management, or similar roles
- Prefer 2 years in customer-facing roles such as technical sales, consulting, field support, or installation services

Abilities:
- Strong skills in verbal and written communications
- Excellent organizational skills
- Experience using Microsoft Office applications and CRM software (i.e., Salesforce)
- Mechanical Electrical Plumbing (MEP) experience with commercial buildings preferred
- Ability to travel to sites across USA (primarily West) and possibly International

How to Apply
To apply for this job, or learn more about this position, please send your resume to info@apana.com or call 360.746.2246.