



Job Description

Position:	Senior Technical Solutions Engineer
Directly reports to:	CTO
Reports (dotted-line) to:	
Direct reports:	None
Regularly interacts with:	<p>Internal</p> <ul style="list-style-type: none"> • Sales and Technical Pre Sales Teams • Integration Team Lead • Software Team Lead • Project Manager • Software Team Members • Hardware Team Members • Test Team Members • Lead Technical Architect <p>External</p> <ul style="list-style-type: none"> • Contractors • Software consultancies
Primary location:	Milton, Cambridge
Travel requirements:	
Role description / primary responsibilities:	<ul style="list-style-type: none"> • To be primary interface between commercial team (sales and technical presales) and engineering team. • To support sales with rapid development of Proof of Concepts of new products and applications and to support early stage trials of existing product and product customisations. • To support sales with generation of required technical material to at all stages of sales process, including generation of whitepapers where required. • To capture technical requirements from sales team and customers to ensure clean and effective handover to engineering from POC to product generation.

	<ul style="list-style-type: none"> To be able to have ‘hands on’ technical approach.
Experience and skills required:	<p>Essential Skills and Experience</p> <ul style="list-style-type: none"> Minimum 5 years in a similar role sitting behind a technical presales team as interface to engineering team. Minimum 4 years in a technical development role, software, hardware. <p>Desirable Skills and Experience</p> <ul style="list-style-type: none"> Experience in electricity metering sector. Experience in communications setor. Experience of “Internet of Things” and Smart Cities Experience of ISM band radio. e.g. ZigBee, IEEE 802.15.4, 6LoWPAN, WiFi, Bluetooth. Experience of fast moving ‘start up’ culture.
Personal attributes:	<ul style="list-style-type: none"> Highly motivated self-starter. Excellent communication, collaboration and organisational skills. Ability to work under pressure and be well organized. Strong long term commitment to making the company a success. Able to identify risks and estimate work. Stakeholder management.
Qualifications:	<ul style="list-style-type: none"> Required: Good degree in technical subject (computer science, engineering or natural sciences). Preferred: Higher degree in technical subject (computer science, engineering or natural sciences).
Benefits:	<ul style="list-style-type: none"> Share options 25 days annual leave Private health insurance plan (currently BUPA) Pension scheme with employer contributions Life cover (3x salary)