

# Applications & Sales Engineer



## Job Description

Mocean Energy is a high-growth start-up, seeking an Applications & Sales Engineer to support the delivery of our wave energy products. The ideal candidate will have a background in subsea infrastructure and/or offshore oil & gas systems.

## Company Profile



At Mocean Energy we have built an expert team combining scientific principles and real-world experience to develop new renewable technologies that can harness the power of waves – and accelerate the transition to a zero-carbon world.

While wave energy companies of the past have focused on large, utility-scale devices, Mocean develops products targeted at off-grid markets where wave energy has a significant near-term value proposition. Our first product, Blue Star, is a small wave energy converter (WEC) used to power subsea equipment, supporting the energy transition in the oil & gas (O&G) industry. Future products will address industries from ocean science to utility-scale power.

Funded through the Wave Energy Scotland Novel WEC programme, we have recently completed the testing at EMEC in Orkney of our 40-tonne prototype WEC, Blue X, shown above.

The next stages for Mocean are growing the team, becoming more commercially & operationally focused, and developing larger scale technologies. 2023 is set to be an exciting, pivotal year for the company.

We value diversity in our team and thinking and are an equal opportunities and family friendly employer.

## Opportunity

The Applications and Sales Engineer will lead on front end technical and commercial engagement with customers by assessing customer requirements and presenting a solution for the delivery of exciting wave energy projects. You will work within a small but growing Commercial Team, but must have a solid technical background.

Significant experience is required, with a focus on any or multiple aspects of subsea systems in an offshore environment.

Mocean is a small, fast-growing start-up with a fun and enthusiastic culture. You will have exposure to a variety of aspects of business from technology, R&D to business management. You will have the opportunity to grow with us and help us reach our ambitions of developing wave energy to address climate change.

## Duties

- Seek and support the preparation of commercial proposals for projects; manage their execution
- Project manage Front-end Engineering Design (FEED) studies - produce design documentation & reports, review deliverables
- Manage and support partners and subcontractors
- Review supplier documents and drawings
- Monitor and manage project progress
- Manage direct customer interface both technically and commercially and present solutions
- Provide regular updates or forecasts related to projects requested by direct report
- Willingness to attend and present at technical conferences and other marketing events
- Assist Mocean's project management team with ongoing projects to gain familiarity with both technology and project processes

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## Requirements

**Education:** Bachelor's degree in Engineering, Renewable Energy, or suitable relevant degree.

**Experience:** Significant years of experience working on, managing, and delivering projects in an offshore environment.

**Must have the right to work in the UK.**

### Required Experience

- Engineering experience in electronics, instrumentation, electrical, and/or mechanical aspects
- Experience with systems engineering
- Experience in customer focused engineering projects
- Understanding of subsea system architecture (including electrical, controls & comms)
- Customer facing experience both technically and commercially
- Engaging potential customers, liaising with project partners and technical teams
- Drafting proposals for commercial projects and funding applications, including bid tendering
- Experience in using CRM databases

### Desirable Experience

- Understanding of product qualification & development, with experience in applying codes, standards & directives
- Drafting quotes & budgets, and reporting outputs

### Qualities:

- Self-starter with can-do, positive attitude
- Diplomatic, proactive, and confident communicator with strong interpersonal skills
- Experience working within small / start-up organisation
- Willingness to travel for events and projects
- Well-developed planning / organisational skills
- Willingness to engage in a wide variety of tasks
- Share the values of the wider organisation
- Enthusiastic and passionate about our mission
- Ability to set expectations and deliver accordingly
- Work effectively within a team, as with project partners / stakeholders external to Mocean
- Desire & potential to grow with the company

## Details

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**Timeframe** Accepting applications until 13th February 2023, followed by interviews.

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**Location** Aberdeen or Edinburgh will be the regular place of work; some home working can be negotiated. Site visits onshore and offshore will be required from time to time.

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**Salary** £45,000 - £65,000 depending on experience.

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**Benefits** EMI share options scheme  
Pension scheme.  
35 days holiday (including public holidays).  
Flexible hours, location and working pattern; some opportunity for remote working.

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## Our Purpose and Values

Mocean Energy is a purpose and values driven organisation with a strong focus on work-life-balance, inclusion, and diversity.

### **Vision:**

People living in harmony with the ocean and each other through sustainable technology

### **Mission:**

Mocean pioneers technology for harvesting energy from ocean waves – using scientific insights, environmentally-informed engineering, and real-sea testing – to deliver reliable products that increase access to renewable energy for grid-connected and off-grid users while respecting the natural environment.

Our values are:

**Trust:** we are confident in each other's abilities to operate independently but know that when we need support our team is there to give it. We are honest with ourselves and others, within and outside Mocean, in both our successes and failures.

**Expertise:** we lead the world in developing wave energy in all aspects (technology, commercial, projects, operations, management, etc.) supported by our experience, passion and creative intuition.

**Awesomeness:** we like what we do and think it's awesome.

**Morals:** we make decisions and take actions, using our own judgement, in order to do good in the world, in particular, to address the challenges of climate change.

At Mocean Energy we value and encourage diversity and are committed to promoting equality and eliminating discrimination. We are committed to offering support and making reasonable adjustments to allow full participation in the recruitment process. Please let us know of any requirements you have and we will consider any reasonable adjustments.

Applicant personal information will be managed in accordance with our [Privacy Policy](#).