Field Applications Engineer – Solar

Remote – Full Time

Location: UK, Germany, Spain

Company Background

VesprSolar is a rapidly growing startup revolutionizing solar panel installations worldwide. Our flagship product, the VesprSolar V-Clamp, streamlines PV module installation by making it faster, more reliable, and cost-effective. Recognized as a top 10 innovation in solar by the U.S. Department of Energy and NREL, our award-winning technology is being adopted by leading solar providers globally, who purchase tens of millions of fasteners and components each year.

Beyond innovative fasteners, VesprSolar is developing a full pipeline of industry-leading complementary components, solidifying our expertise and thought leadership in the solar sector.

Position Summary

We are seeking a Field Applications Engineer to lead the deployment and sales support for our products in the UK and European markets, with a focus on DG (distributed generation) and utility-scale solar projects. Reporting to the VP of Sales, Jay Johnson, this role works with client operational field teams, ensuring safe, efficient project delivery while maintaining strong client relationships. The ideal candidate has working knowledge of solar construction trades, health and safety standards, and excels in training, troubleshooting, and cross-functional communication. If you're a hands-on leader who thrives in dynamic environments, introducing innovative technologies like our V-Clamp, and collaborating with executives, engineers, supervisors, and installers, this is your opportunity to drive project success in a high-growth startup.

Key Responsibilities

- **Participate in Testing and Certification Process:** Along with client and VesprSolar engineers, ensure that all integrated system testing of VesprSolar products with customer solar racking systems is successfully completed and meets customer performance requirements, customer has all necessary certification documentation, and any issues are identified and addressed.
- **Drive Project Planning:** Work with clients to ensure the right products are ordered for specific projects, in the right quantities, and delivered at the right time to meet customer project needs and expectations. Relay project plans internally to ensure VesprSolar

receives orders on time to meet customer needs, while confirming the VesprSolar supply chain team has all necessary information to meet customer deliverables.

- **Drive Project Execution:** Work with clients to ensure they have an optimal process to install VesprSolar products and that they have an excellent, sustainable training plan for installation of VesprSolar products. This includes participating in and leading the training of customers when they begin their initial deployments.
- **Foster Client Relationships:** Maintain consistent, positive communication with clients throughout the project lifecycle, from initial engagement to completion. This includes managing the post-commissioning process and warranty support. Act as the on-ground representative of VesprSolar, addressing concerns, providing updates, and ensuring high satisfaction to build long-term partnerships.
- **Ensure Safety and Compliance:** Promote a culture of safety by enforcing health and safety standards relevant to solar/renewable energy construction, with an emphasis on safety standards required for VesprSolar product installation. Conduct risk assessments, implement protocols, and monitor compliance to minimize hazards and meet regulatory requirements.
- **Contribute to Leadership and Strategy:** Participate in management meetings to share field insights, "voice of the customer" (VOC), and updates on project status. Collaborate with sales, engineering, and supply chain teams to optimize processes and support revenue goals.
- **Support Business Development and Marketing:** Occasionally assist in prospecting new customer opportunities by doing things like attending industry trade shows (e.g., in the US, UK, Europe, and beyond) to promote products, evaluate competitors, and network—expect 1-week travel commitments per event.

Desired Qualifications

- Bachelor's degree in engineering, construction management, or a related field (preferred).
- 5+ years of experience in solar, renewables, or construction, with hands-on knowledge of construction trades, PV systems, and health/safety standards.
- Proven leadership in working with complex field teams, with skills in training, resource forecasting, and project execution.
- Proficiency in Microsoft Office tools (Excel, Word, PowerPoint, MS Project) and email.
- Excellent communication and relationship-building abilities, including overcoming objections, negotiating with diverse stakeholders, and delivering creative solutions.
- Self-motivated, proactive leader with a track record of independent planning, execution, and seeking support as needed.
- Ambitious team player, comfortable in hands-on solar site environments, including extreme conditions and wearing safety gear.
- Multi-language skills (e.g., English is required plus German or Spanish) a plus, given European customer focus.