

Position Title: Sales Engineer, Latin America

Location: São Paulo, Brazil (Preferred)

Reports To: Commercial Director, Latin America

Summary

Greenlane Renewables Inc., headquartered in metro Vancouver, Canada, and Brazilian office in Barueri, SP, is driving change: accelerating the energy transition. We are cleaning up two of the largest and most difficult-to-decarbonize sectors of the global energy system: the natural gas grid and commercial transportation. As a pioneer and leading global specialist in biogas desulfurization and upgrading, we have been actively contributing to the decarbonization of our planet for over 35 years with more than 355 systems supplied into 28 countries. We transform biogas generated from organic waste into high-value grid-ready renewable natural gas ("RNG") from a wide range of sources such as landfills, sugar mills, dairy farms, wastewater, and food waste. Greenlane is transforming energy production and creating new, sustainable revenue streams for its customers - all while dramatically reducing carbon emissions. Join us, let's accelerate the energy transition together.

The Sales Engineer plays a key role in achieving sales targets for Greenlane's biogas desulfurization and upgrading systems by combining strong technical expertise with commercial acumen. This role provides vital support to the sales team by developing sales proposals that meet the needs of our customers through a portfolio of configure-to-order products across a number of product lines. You will support the sales process by joining the Commercial Director in customer meetings and completing customer-focused activities necessary to advance opportunities through the sales pipeline. You will also influence the direction of Greenlane's product roadmap by sharing internally voice-of-customer feedback and engaging with and supporting the global product management team.

Key Duties & Responsibilities:

- Develop and maintain a comprehensive understanding of Greenlane's full suite of biogas desulfurization and upgrading technologies and product lines, including product attributes, benefits over the competition, selling features, and configurable parameters, and apply this knowledge to develop compelling sales proposals for existing and new prospective customers in Brazil and across Latin America.
- Maintain and continuously update a database of technical and commercial information to ensure prompt, clear, and accurate responses to client inquiries and to capture voice-of-customer feedback.
- Support Commercial Director in customer meetings and on sales calls to progress opportunities through the sales pipeline.
- Evaluate and clearly communicate the advantages and trade-offs of various technical solutions to help clients identify the most suitable approach for their specific project requirements.
- Differentiate and articulate the value proposition of Greenlane's solutions compared to competing offerings within the industry.
- Prepare detailed technical and commercial proposals that effectively translate complex engineering concepts into compelling client-focused solutions.
- Ensure that all client interactions are conducted in a professional, organized, and timely manner that reinforces Greenlane's reputation for integrity, quality, responsiveness, creativity, and thought-leadership.
- Foster collaborative relationships with internal teams, EPC's, suppliers, and customers to ensure alignment and to set up the project execution teams for success.
- Proactively identify and recommend improvements to internal processes, workflows, and solution offerings.
- Build and maintain strong networks within the biomethane industry to stay informed on emerging technologies, market trends, and potential business opportunities.
- Accurately document and manage all sales activities within the company's CRM system.

Qualifications and Experience:

- Bachelor's degree in Engineering (Mechanical, Chemical, or related discipline) and a minimum of 5 years of experience in a Sales Engineering or Pre-Sales capacity within a technology-driven environment, or equivalent combination of education and experience.
- Technical expertise in air or gas compression, purification, treatment, or separation—ideally with exposure to natural gas or biomethane applications.
- Strong understanding of solution-based selling, including the ability to identify customer pain points and communicate how Greenlane's technology uniquely meets their needs.
- Familiarity with the biogas and biomethane markets in Brazil is a strong asset.
- Self-motivated, resourceful, proactive, and passionate about clean technology, with a proven record of delivering customer-focused solutions.
- Excellent verbal and written communication skills, with the ability to build credibility and rapport across multiple organizational levels.
- Professional working proficiency in Portuguese, English, and Spanish.
- Strong analytical, problem-solving, and organizational abilities with a track record of managing competing priorities under tight deadlines.
- A collaborative, positive, and proactive team player who thrives in a fast-paced, dynamic environment.
- Willingness to travel domestically and internationally as required.

How to Apply:

We are an equal opportunity employer and invite applications from all qualified individuals. To be considered for this role please apply through the Greenlane Renewables page on LinkedIn and attach your resume. While we thank all interested candidates only those who are short-listed will be contacted.