



Distributor of Simulation Software Specialized in Electrotechnics.
Wishes to appoint

A Technical-Sales Manager DACH

About us:

POWERSYS distributes simulation software in the field of electrotechnics and in particular JMAG simulation software developed in Japan by JSOL Corporation. POWERSYS provides strong technical added value before and after sales for all matters concerning the software and its use. From engineering services to software development, POWERSYS offers to industry, research and education a range of professional services covering electrical and electromechanical power systems (electric motors, generators, transformers, busbars, loudspeakers...)

Job summary:

You will be a member of the Sales team in Europe and you will work closely with the Technical Department and particularly the Support engineer in Germany.

Tasks :

- Achieve the Sales objectives
- Manage sales operations in relation with our business development strategy and our partners
- Coordinate technical support engineers and external technical partners.
- Manage customers, potential customers and external technical partner's relationship
- Plan and take part in commercial events (exhibitions, users groups, conferences)
- Carry out customer visits
- Exploit and qualify the prospects database
- Increase and manage the customer licenses
- Develop the network with the technical, industrials and academic partners

Qualifications required:

- you have a first sales experience on engineering software
- you know the automotive market in DACH area
- you have good communication skills
- you have a strong sense of responsibility,
- you are dynamic,
- you are a team player and autonomous,
- you have strong interpersonal and client relationship skills,
- you have the ability to establish long term customer's satisfaction by understanding and delivering to their needs.
- you have strong organizational skills,
- you have a Master's Degree

Particulars:

- Job located in FFM, Germany.
- Job available starting June 2017
- Salary: to be discussed

How to apply: Send your resume and cover letter to

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