

# Sales Expert Software Simulation (m/w/d)

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## **Imagine new horizons...**

Do you have dreams? Do you enjoy challenges? Here at Dassault Systèmes, we empower people with passion to change the world and create the future.

The primary mission of the EUROCENTRAL Simulation Sales Experts Team is to achieve revenue target and growth objectives of his territory for high-end simulation solutions (3DEXPERIENCE Works and Simulia Legacy). Our Sales experts perform end-to-end customer engagements from lead to close and deliver revenue plan.

## **What will your role be?**

In our EUROCENTRAL organization we are looking for a strongly motivated individual with a sales background, proven success in sales positions to leverage 3DEXPERIENCE platform as our favorite channel for intimate clients' relationships (IFWE LOOP) and align 3DS Ecosystem activities & deliverables.

The location is either remote or at one of our 3DS offices in Germany e.g. Munich, Stuttgart, Darmstadt, Karlsruhe, Düsseldorf, Hamburg, Berlin. Ability to travel to our offices and customers in the D-A-CH region and Europe is a basic requirement.

## **The challenges ahead:**

- Define and execute a successful sales strategy to hit revenue target and sustain growth objectives leveraging sales initiatives defined by Brand and geo.
- Generate growth, in assigned territory according to sourcing built on industry market analysis in compliance with target initiatives, covering:
  - Existing Customers
  - Strategic New Customers
  - Increases in Targeted Growth Industries

- Transform direct, marketing and and other sales leads into opportunities
- Provide weekly accurate forecast creating and executing against the appropriate pipeline to reach the business objectives.
- Develop partners' sales reps skills and materials around the high end Simulation

**Your key success factors:**

- German and English language is a MUST, Strongly recommended French Language skills, other languages optional
- At least 5+ years' experience in selling software solutions for SMB & enterprise customers
- Proven Track record of winning larger software projects in the various industries served by 3DS Customer Role (3DExperience Works / SOLIDWORKS) Channel
- Understanding of High End FEA and Simulation Processes is a plus
- Understanding of Product Development Processes is a plus
- Ability to work and lead small interdisciplinary account teams
- Speaking the business language of the various industries served by 3DS Customer Role (3DExperience Works / SOLIDWORKS) channel

Interested? Please send your application to [dk@daniel-kopp-consulting.de](mailto:dk@daniel-kopp-consulting.de)