

# Sales Engineer – Swiss Market

## Torino, Italy

BSim is an international engineering partner for companies in the automotive, aerospace and other advanced manufacturing industries, with sites in Italy, Germany, France and Switzerland. With a combination of 1D multi-domain Amesim simulation software and engineering services, BSim focuses on areas like system dynamics, mechatronics and power consumption. With multi-domain solutions for thermal, hydraulics, electrical and mechanical system behaviour, BSim addresses the engineering challenges associated with intelligent system design.

### Functions:

Job Market Responsibilities include:

- Support the regional sales & marketing effort
- Local Key account responsibility for a select number of accounts in the focused market (Switzerland, Italian and German part)

Responsibilities:

- Developing service and product proposals from opportunities generated with priming or received from marketing
- Supporting Order Entry and Handover process responsibilities
- Prospecting, developing, and expanding new business and market share
- Achieving and exceeding the given territory bookings and revenue targets
- Managing, developing, and expanding an established customer base
- Developing internal process improvements in sales cycle
- Participate in the discovery process to assist in determining the customer needs
- Develop the deal opportunities by creative technical and commercial thinking
- Perform product demonstrations to customer in support of the sales process
- Help in the development of demonstration databases and materials as needed
- Support customer product evaluations by organising training and benchmarks
- Support of BSim products and services at trade shows and presentations
- Maintain product knowledge in terms of theory, practice and commercial aspects
- Attend the necessary training to develop demonstration skills for new products
- Provide feedback related to product performance
- Liaise with Application Engineers
- Develop an understanding of competitive products for comparison
- Provide necessary reporting to track progress

### Profile:

- A degree in mechanical/aeronautic/electrical engineering and/or 2 years experience of hi-tech project engineering and/or pre-sales and/or technical sales
- Strong background in 0D/1D and Control Systems modelling, Optimization tools, 3D products and applications and technical knowledge of the market
- Able to adapt well to fast changing environment
- Strong presentation and communication skills are essential
- **Fluent in German** (additional benefit, the knowledge of English)
- Willing to travel

### Conditions:

We offer, besides an attractive salary and benefits package, an internationally oriented and innovative high-tech environment.

BSim is a fast growing company with a flat structure and an informal, flexible atmosphere. People working within the company get a lot of room for initiative and career development.

BSim fosters the creativity of its employees and provides continuous training and competence development, stimulating personal development with respect to technical and/or commercial skills.

### Interested?

Click below to send your CV

[jobs@bsim.it](mailto:jobs@bsim.it)

**please specify job code:**

**SALES**