

CADFEM India Private Limited: #6-3-902/A, 2nd Floor, Right Wing, Central Plaza, Raj Bhavan Road, Somajiguda, Hyderabad - 500082, INDIA

Business Development/Inside Sales Specialist – Engineering Services

About CADFEM India Pvt Ltd

Founded in 2007, **CADFEM India Pvt. Ltd.** is one of the pioneers of numerical simulation based on the Finite Element Method (FEM) and is a part of CADFEM International - one of the largest European suppliers of Computer-Aided Engineering (CAE), with Global Headquarters in Germany and Local Headquarters in Hyderabad.

Since 1985, CADFEM has continuously supported the practical use of advanced technology in business and science. Our name has always stood for a **close partnership with ANSYS**: CADFEM sells the entire ANSYS simulation portfolio for structural mechanics, fluid mechanics, electro mechanics and magnetics, electronics and embedded software covering every industry and application.

With 35+ years of experience, **as software alone does not guarantee simulation success, our customers receive everything they need** to fully exploit the potential of simulation in product development: world-leading software and IT solutions, consulting, hardware, support, automation of workflows and extensive educational offerings – all from a single source.

Roles & Responsibilities:

- Perform research on target territory and/or accounts, identify contacts, determine potential and create and qualify leads
- Perform sales activities, for new business for an assigned geographic area, set of accounts or product/service line to achieve or exceed assigned revenue objectives through telephone, email
- Responsible for inside sales, cold calling and generating business
- Establish sales pipeline through lead generation and lead follow up
- Ensure that sales pipeline remains full with qualified prospects, document information and provide accurate pipeline and forecast for new sales business
- Coordinate lead generation, new business development
- Must have global market exposure – USA/Europe
- Other job-related duties may be assigned by management from time to time

Registered Office:
CADFEM India Pvt. Ltd.
(Formerly known as CADFEM Engineering
Services India Pvt. Ltd.)
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CADFEM INDIA Offices:
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| Gurugram

CADFEM Global Offices:
Austria | China | Czech Republic | Slovakia |
France | Germany | India | Ireland | North
Africa | Poland | Russia | Singapore |
Switzerland | UK | USA (CA) | Malaysia |
Thailand | Vietnam

Registration Information:
CIN: U74999TG2007FTC053921
PAN: AADCC0799C
GST: 36AADCC0799C1ZS
TAN: HYDC03300D
TIN: 36060076499

Bank Account Information:
Deutsche Bank AG
INR A/c No: 000026522010019
EUR A/c No: 040026522010019
USD A/c No: 040026522010028
IFSC: DEU T0784PBC
SWIFT: DEUTIN33HAN

**Desired Candidate Profile:**

- Bachelor's degree in engineering, preferred Mechanical or Civil
- Knowledge on engineering products is mandatory
- Must have experience into New Business Development, Account Farming, Nurturing and Strategic Marketing
- Must have international market exposure

The Benefits

- Challenging job within a young and dynamic team
- Performance-driven, Career Progression Opportunities
- Attractive remuneration package: On par with Industry Standards
- Opportunity to join an organization experiencing year on year growth