

CADFEM SEA Pte. Ltd.: 2 Venture Dr, #06 – 17 Vision Exchange, Singapore - 608526

CADFEM SEA is hiring for the position of “Sales Manager”

About Company:

- The CADFEM Group is a leading provider for simulation-based engineering. We offer software and services in the field of computer-aided engineering (CAE) simulation.
- A division of CADFEM International GmbH, based in Germany.
- Leader in providing best in class CAE solutions (ANSYS, CADFEM ANSYS Extensions etc.,)
- 30+ years of worldwide FEM excellence.
- A 80 Million EURO Company.
- 30+ Locations in Germany, Austria, Switzerland, Singapore, India, China, Finland, Czech Republic, UK, North Africa, Poland, Russia, and USA
- With 500+ employees globally, we are one of largest providers of CAE simulation. We are expanding because the simulation belongs to the future in product development.

CADFEM Group website – <https://www.cadfemgroup.com/>

CADFEM SEA (South East Asia)- <https://www.cadfem-sea.com/>

Designation: Sales Manager

Location: Open for Singapore, Malaysia, Thailand & Vietnam

“Technicians are not salespeople” - with this prejudice, many potential sales engineers block their future prospects. Because every good engineer is also a consultant. Good advisors "sell", usually without realizing it. Technically-savvy sales people are always wanted at CADFEM.

Summary:

The primary function of this position is to achieve sales plan for a specified region and help grow CADFEM & ANSYS business in a sustainable way. This position is expected to work closely with internal sales team for all direct and indirect sales (through CADFEM certified channel partners) for the specified geography. The role is responsible to ensure alignment with the market strategy and achieving the set targets.

Job Description:

- Performs Sales activities for new and renewal business for an assigned geographic area, set of accounts or product/service line to achieve or exceed assigned revenue objectives.
- Accountable for the sales accounts for the specified geography.
- Establishes, develops and maintains business relationships with current and prospective customers to generate new business for the organizations products and services
- Creates and conducts sales presentations to match company's products/services with identified needs.
- Provide accurate forecast for the new sales and renewal revenues
- Meet new business, run rate and services quota goals for the assigned accounts
- Develop, maintain, and implement account plans that contain strategies and action plans for maximizing account revenues
- Collaborate with account team, product specialists, other functions within CADFEM SEA, remote (direct/indirect) sites, and CADFEM certified channel partners to ensure a synergistic, companywide approach to the account
- Research, gather, analyze, maintain and disseminate information about the accounts; develop exceptional knowledge of the customer and competitors and be well versed in the customer's problems, KBIs, goals, needs, and issues – including the biases and concerns of individual decision makers and key influencers
- Oversee solution development and deliver (with help from account team and support function) compelling customer presentations; help create proposals/offers that represent maximum value to the customer and fair price for CADFEM SEA; ensure that proposals address customer's key issues, needs, and requirements, and align well their KBIs, Critical Success Factors, and KPIs
- Provide accurate forecasts for new, renewal business, and services;. maintain healthy pipeline to meet goals

- Monitor customer satisfaction and communicate customer concerns to account team, sales management, BUs and to others who serve the customer; communicate CADFEM SEA commitment to the customer and manage customer expectations
- Establish productive relationships with key partner personnel and ensure CADFEM SEA and Partner priorities are aligned.
- Assist / support partners with pipeline development effort essential to driving sustainable and profitable growth
- Ensure Partners compliance with CADFEM SEA Partners programs and agreements, and other job-related duties may be assigned by management from time to time.

Job Requirements:

- Masters is preferred. Minimum Bachelor's degree in engineering
- Minimum 8 - 10 years of professional sales experience in CAE/PLM Softwares.
- Strong regional geography knowledge.
- Ability to develop new business opportunities
- Excellent Management skills & Organizational skills.
- Willing to continuously acquire sales skills as an engineer and generate business for the company.
- Minimum travel 50%

The Benefits:

- We offer you an interesting and dynamic position in a high-growth tech industry. You will enjoy great individual freedom; chance to work independently, but also like to be part of a dynamic regional and international team.
- The technology you will offer is that of one of the world market leaders.
- Our services and products are well established globally and have an excellent reputation with customers.
- Performance-driven, Career Progression Opportunities.
- Attractive remuneration package: On par with Industry Standards.
- Opportunity to join an organization experiencing year on year growth.