

TERRITORY SALES MANAGER – Chennai & Coimbatore

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.

Job Description

- Establish relationships with new customers and secure contracts that achieve assigned sales quotas and targets
- Drive the entire sales cycle from initial customer engagement to closed sales
- Prospect for potential customers using various direct methods such as calling and face to face meetings, and indirect methods such as networking
- Qualify prospects against company criteria for ideal customers and sales
- Consult with prospect about business challenges and requirements, as well as the range of options and cost benefits of each
- Maintain a high level of relevant domain knowledge in order to have meaningful conversations with prospects
- Work with technical staff and product specialists where required to address customer requirements
- Develop and maintain territory plans which outline how sales targets will be met on an ongoing basis
- Keep detailed notes on prospect and customer interactions
- Maintains regular contact via phone/on-site visits with customers to ensure satisfaction

Registered Office:
CADFEM India Pvt. Ltd.

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CADFEM INDIA Offices:
Hyderabad (HQ) | Pune | Bengaluru | Chennai | Gurugram | Coimbatore

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:
Beneficiary Bank: HSBC Ltd.
Beneficiary Name: CADFEM India Pvt Ltd
INR A/c No: 082-710641-001
EUR A/c No: 082-710641-512
USD A/c No: 082-710641-511
IFSC: HSBC0500002
SWIFT: HSBCINBB

- Provide forecasts on best case and most likely sales volumes over relevant time periods
- Work with marketing to plan and execute lead generation campaigns
- Provide feedback to sales management on ways to decrease the sales cycle, enhance sales, and improve company brand and reputation
- Provide feedback to company management on market trends, competitive threats, unmet needs, and opportunities to deliver greater value to customers by extending company offerings
- Identify sales support requirements and work with marketing to develop improve sales tools
- Conduct all sales activities with the highest degree of professionalism and integrity

Minimum Requirements

- Bachelor's degree in an engineering or any allied domain with experience in software sales
- Having CAD/CAM/CAE/PLM or allied solution sales/ technical experience would be an added advantage
- Good knowledge of local market
- Ability to develop new business opportunities
- Excellent communication and organizational skills and the ability to work independently
- Ability to travel upto 70%

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

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