



Technical Sales Manager

About us

- A company with 60 employees,
- Sales revenue of €7M in 2021,
- Subsidiaries in the United States, India, Canada and Germany,
- Strong international activity: Europe, North America, China, Japan, India, Africa, etc.
- Strong and dynamic growth
- Close collaboration with major stakeholders in electrical energy, EV and grid
- Business fields: energy, power electronics, electrical networks, simulation software
- Distributed Software Portfolio: JMAG, Simba, EMTP, CYME, DSIM, SmartCtrl, Particleworks...

Job summary:

You will be a member of the JMAG Technical-Sales team in Europe.

JMAG is simulation software developed in Japan by JSOL Corporation. POWERSYS provides strong technical added value before and after sales for all matters concerning the software and its use. From engineering services to software development, POWERSYS offers to industry, research and education a range of professional services covering electrical and electromechanical power systems (electric motors, generators, transformers, busbars, loudspeakers,...).



Missions:

- Manage sales operations and business development in relation with our strategy and our partners
- Coordinate technical support engineers and external technical partners
- Manage customers, potential customers and external technical partner's relationship
- Support and take part in commercial events (exhibitions, users groups, conferences)
- Carry out customer visits in Germany and Europe (minimum 25% of travel and customer visits)
- Carry out presentations to customers or potential customers
- Manage technical customer help and expertise in the use of the software with the help of our technical team
- Develop the users and developers network together with the technical, industrial and academic partners –
- Achieve the Sales objectives

Profile:

- You have BS or MS degree with a technical background
- You have some experience or knowledge in electrical engineering
- You have a strong sense of responsibility,
- you have a first sales experience in technical products (on engineering software would be an advantage)
- you know the automotive market in Europe
- you have good communication skills
- you are dynamic and have a positive attitude
- you are a team player and autonomous,
- you have strong organizational skills,
- you are fluent in German and English (business level)

Particulars:

- Job located in Germany (office in Chemnitz but remote work available)
- Job available ASAP
- Salary: to be discussed



How to apply:

Send your resume and cover letter to

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