



Distributor of Simulation Software Specialized in Electrotechnics
Wishes to appoint

A Technical-Sales Manager Europe

About us:

POWERSYS distributes simulation software in the field of electrotechnics and in particular JMAG simulation software developed in Japan by JSOL Corporation, PSIM simulation software developed in the USA by Powersim and SABER simulation software developed in the USA by Synopsys. 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, power converters...)

Job summary:

You will be a member of the Sales team in Europe and you will work closely with the Sales and Technical Department in France.

Tasks:

- Achieve the Sales objectives
- 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
- Plan and take part in commercial events (exhibitions, users groups, conferences)
- Carry out customer visits
- Manage technical customer help and expertise in the use of the software with the help of our technical team
- Develop the network with the technical, industrials and academic partners as well as users and developers

Qualifications required:

- You are an engineer in electrotechnics,
- You have experience or knowledge in electric machine design, in power conversion
- You have a strong sense of responsibility,
- You have a first sales experience on engineering software
- You know the automotive market in Europe
- You have good communication skills
- You have a strong sense of responsibility,
- You are dynamic,
- You are a team player and autonomous,
- You have strong interpersonal and client relationship skills,
- You have strong organizational skills,

Particulars:

- Job located in Paris
- Job available ASAP
- Salary: to be discussed

How to apply: Send your resume and cover letter to:

Mireille Arrazola, HRM

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www.powersys-solutions.com