

ACCOUNT MANAGER (M/F) FOR CAD/PLM

FOR CAD AND PLM PROJECTS (M/F)

SOFTWARE FACTORY – YOUR PARTNER FOR DIGITAL TRANSFORMATION. As a long-standing software and technology partner to PTC, we develop specific modules and solutions for big-name companies worldwide in close cooperation with our customers. At our headquarters in **Garching near Munich** we are now looking for an addition to our team.

Your Tasks

- Active acquisition of new customers worldwide for CAD & PLM software/ licenses/ solutions
- Handling customer requests and creation of individual propositions
- Handling and tracking the sales process up until the conclusion of a contract
- Cross- and up-selling to regular customers and ensuring their satisfaction
- Preparing offers and responding to RFPs in line with customer requirements
- Developing and implementing sales and go-to-market strategies
- Actualization and maintenance of customer contacts in the CRM system
- Preparing and participating in international trade fairs and conferences

Your Profile

- General qualification for university entrance or completion of a technical/commercial vocational training course
- Experience in technical sales and distribution
- Profound skills in customer service and communication
- Enjoys telephoning with a target- and customer-orientated communication manner
- Technical understanding
- Persistence, good organizational skills, ability to prioritize
- Enthusiasm for sales
- Excellent English skills and willingness to travel

What We Offer

- Full- or part-time work
- Open-ended employment duration with flexibel working times
- Attractive location - based in Garching Business Campus - 4km from the research centre (Forschungszentrum)
- Spacious and light office space, which facilitates easy exchange with others
- Intensive training

Are you interested?

We are looking forward to your detailed application including your availability and desired salary via mail or email to the address indicated at the bottom of the page.



25 YEARS SF.

25 YEARS INNOVATION.

25 YEARS CUSTOMER SATISFACTION.



Who we are

Software Factory optimizes horizontal data integration with tailor-made ON TOP solutions across the entire value chain. We are the partner for digital transformation in the context of Industry 4.0, smart production, mechatronics and Internet of Things.

BMW, Bosch, Siemens, TÜV and many more companies rely on our software solutions and our outstanding quality.

We not only are in close and active contact with universities but we also educate, work in research projects and support the qualification of students with internships and theses. Software Factory was founded by members of the Institute for Machine Tools and Industrial Management (iwb) of Munich's Technical University (TU München) in 1992. The company now has more than 20 years of experience in realizing challenging software projects and products.

How we work

Software Factory plans and realizes systems and components for company-critical and company-wide processes. Our top priority is to increase and ensure the competitiveness of our customers with innovative and optimized solutions. We are able to achieve this goal from the team work of our professional and reliable employees, fairness as well as open cooperation with our customers. Our employees are graduate computer scientists, business data processing specialists, mathematicians, engineers, natural scientists and qualified IT specialists, who are all trained by Software Factory. Both satisfied customers and our team are the main reasons for our success.

What we do

Companies are increasingly being evaluated based on their level of innovation. The cooperation of disciplines, the synchronization of processes and data form the basis of Big Data and Industry 4.0. Our services such as Digital Engineering, Digital Manufacturing & Operations, Digital Service and Industrial Cyber Security, ensure companies are ahead of their competitors and in sync with current trends.

What's in it for you

At Software Factory, a practice-oriented task in a dynamic and friendly working environment in an attractive location in Garching near Munich is waiting for you! Look forward to great colleagues in our international team with flat hierarchies and direct communication and the ability to actively shape the company!

Our Benefits

- 30 days leave
- Performance bonuses and incentives
- Individually tailored career development paths
- Meal or medical allowance
- Fitness studio in building
- Beverages freely available
- Travel allowance
- Car park
- An apartment on request
- Subsidized car-sharing scheme
- Regular team events
- Bonus for successful staff recruitment

Your opportunities at SF

- Graduate (Bachelor, Master)
- Career changer
- Working student
- Theses
- Traineeship
- Internship



Be in step with the time and shape the digitalization of the working world with us.

We are looking forward to working with you!



YOUR PARTNER FOR DIGITAL TRANSFORMATION

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