

Sharing Knowledge!

Thanks to our software for optimizing gears and gearboxes:

- radio telescopes can listen to the Universe and wind turbines can generate electricity
- electric cars can travel quietly, and sports cars can set new records for acceleration
- robots can move powerfully and precisely, and rear-view mirrors can be tilted at the touch of a button
- cranes lift heavy loads and helicopters take off safely
- and much, much more ...

40 engineers, marketing specialists, software developers, translators, mathematicians, graphic artists and sales engineers work closely and collegially together in Bubikon and Slovenia. As part of the Gleason Group, KISSsoft AG, www.kisssoft.com, develops, distributes and trains the users of a globally acclaimed CAE software program for sizing gearboxes and optimizing toothings. We supply a global network of sales partners and direct customers. Exports represent over 95% of total revenues. KISSsoft AG is an agile, unconventional and extremely prestigious company. We are a "hidden champion" and one of the top players in our niche. We are now looking for a candidate to join our

Global Sales team, 80%-100%, starting July 1st 2024 or by agreement

Responsibilities and scope:

- Working together with sales engineers to create, follow up, and negotiate offers, managing them through to completion.
- Collating statistics and writing reports and forecasts for common key figures, for the Sales Manager, the Executive Board and the Group Management Board.
- Guiding prospective customers through the software evaluation process, informing them about its benefits, training requirements, functionality and alternatives.
- In Europe and the USA, you will reinforce our position at universities and ensure that lecturers increasingly use KISSsoft in their teaching and research.
- You will connect sales engineers with the marketing team, ensuring that the information that flows between them is accurate and complete, and identifying the different requirements they have.
- From time to time, you will attend trade fairs and specialist conferences, representing our company, building up personal relationships and generating new contacts.

Your strengths and character traits:

- Experience in distributing software or technical products would be an advantage.
- A passion for drive technology and enthusiasm for working with engineers.
- Experience with CRM systems. We use our own in-house system, together with SAP/C4C.
- You are tenacious. You are persistent, fair, obliging and ready to help.
- Your job requires fluent business German and an excellent knowledge of English.
- You're able to work with dedication, deal with matters in a businesslike manner and follow up on opportunities systematically.

Our offer to you:

- The opportunity to work with highly experienced application engineers who will support you with all your technical queries.
- Intensive international cooperation with our network of partners and in a global group.
- Managers and colleagues who will listen to you, who are keen to learn and happy to help.
- Our offices are easily accessible by public transport and a parking place will be provided.

Mr. Hanspeter Dinner, hanspeter.dinner@kisssoft.com, looks forward to receiving your application!