

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 toothing. 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 an

Application Engineer – Global Sales, 80%-100% Traveling 15%, EU and global

Responsibilities and scope

- Prospective customers through the software evaluation process, informing them about the advantages, training requirements, functionality, and available alternatives.
- Prospects and customers expect benchmark calculations from us that demonstrate that KISSsoft fully meets their requirements. As an application engineer, you present KISSsoft via web demo or on-site and guide them through the software functions with technical expertise and from the user's perspective.
- As an application and sales engineer, you prepare quotations, follow them, negotiate, and bring them to closing.
- We work with a worldwide partner network, which we support from Switzerland. Application and sales engineers lead these partners and support them with complex customer inquiries, strategic matters, and on-site events.
- You perform gear design and transmission calculations as customer projects and advise customers on questions of theory, design, and optimization of machine elements.
- Occasionally, you conduct training sessions on selected topics in gear technology, covering both theoretical foundations and software operation.
- You prepare statistics, reports, and forecasts on key performance indicators for the sales manager, executive management, and group management.
- In Europe and the USA, you strengthen our presence at universities and ensure that instructors increasingly use KISSsoft in teaching and research.
- As a sales engineer, you work closely with the marketing team and order processing. You ensure a precise and complete flow of information and help align differing needs across teams.
- Occasionally, you participate in trade fairs and technical conferences, representing our company, building personal relationships, and generating new contacts.
- You prepare technical articles, white papers, and technical presentations for trade journals, conferences, and direct customer communication.

Your strengths and character traits

- You put customer needs first.
- You are passionate about transmission technology and enjoy working with engineers.
- You have solid knowledge of gear technology and machine element calculations.
- You can explain complex topics clearly and concisely, and you are willing to acquire new knowledge and share it with others.
- Ideally, you have experience in selling software or technical products, or you have worked for an engineering service provider. Recent graduates are also welcome.
- You see yourself as a service provider, enjoy helping others, explain patiently, and understand that long-term relationships are the foundation of our business.
- You are persistent while remaining fair, helpful, and courteous.
- Your work requires fluent German and excellent English skills.
- You work with intensity, act with an entrepreneurial mindset, and pursue opportunities systematically.

Our offer to you

- You will learn a great deal about gear technology, calculation methods, and the state of gearbox technology worldwide.
- Exposure to exciting companies, experienced engineers, and friendly customers across the globe.
- Work alongside highly experienced application engineers and software developers who will support you with all technical questions.
- Intensive international collaboration within our partner network and global corporate group, both on technical topics and in commercial work.
- Supervisors and colleagues who listen, are eager to learn, and happy to help.
- A workplace in Bubikon, Canton of Zurich, with partial home-office options.
- Our offices are easily accessible by public transport; parking is provided.

Next Steps

- Learn more about the product and the company from www.kisssoft.com and on LinkedIn.
- Schedule an appointment to discuss the position and terms.
- Mr. Jürg Langhart (jlangehart@gleason.com) and Mr. Hanspeter Dinner (hdinner@gleason.com) look forward to receiving your application!