Position as NVH, KISSdesign and KISSsoft Application / Support / Sales Engineer

Objective and strategy:
- Strengthen KISSsoft software, KISSsoft AG know how and reputation and Gleason capabilities in the area of NVH analysis and optimization.
- Provide technical know-how to KISSsoft AG staff, sales partners, and customers in the area of dynamic analysis of gearboxes and transmissions, thereby furthering software license sales.
- Promote our products through a technical and merit driven approach, conduct engineering projects, provide benchmarks, and case study to grow our global reputation, fight our competitors and generate additional revenue for KISSsoft AG and the Gleason group.

Works:
- Your work will have three focus areas: NVH and system modelling, KISSsoft with a focus on gears, technical sales.
- First responsibility is on KISSdesign forced response and similar modules and RecurDyn.
- Second responsibility is representing KISSsoft by means of presentations, publications, support, and documentation in front of and for prospects and customers globally.
- Third responsibility is the engagement of prospects and customers for the sale of KISSsoft products. Either directly or with local sales partners.
- In all the above, focus is on the technical side first and the commercial side second.

Further, possible works:
- Specializing on gear metrology and flank modification aspects, learning Gleason GAMA software.
- Advancing KISSsoft AG consultancy and project services in the domain of technology reviews, gear optimization, system design.
- Strengthen ties with universities using KISSsoft in the education of our next generation of customers.
- Teaching other Gleason employees on the advantages, application, theory and usage of KISSsoft, creating awareness of additional revenue opportunities and enabling them to present KISSsoft.
- Learning and using Gleason GEMS software for the design and analysis of bevel gears.

Your future team:
- Four sales engineers with a strong background in gearing and mechanical engineering in general.
- Four administrative staff handling purchase orders and customer data.
- A team leader with strong technical background.
- A group of about 15 sales and support partners globally, many of them gear designers.

Interaction with other teams:
- Interaction with software development includes requirements engineering, software testing, receiving product training, giving theory training and reporting of issues.
- Interaction with support team on customer questions and trainings, joint white and application papers, joint trouble shooting.
- Interaction with marketing team for e.g., publications, presentations, and webinars. Providing texts and images for their use.
- Interaction with translation / localization team to assist with technical terminology and get translated texts.
- Support and training to our global sales and support partner network, remote or on site.

Exchange with other Gleason sites:
- In selective cases, we support and request work at other Gleason sites for up to three months.
- With the primary objective of supporting local sales / support engineers.
- With the secondary objective of learning other Gleason technologies.
- We strongly encourage collaboration with other engineers in the Gleason group, be it joint product development, joint customer interaction or joint technology development.

Continuous education:
- We encourage, support, and request you to continuously invest in education.
- This includes honing of presentation skills, communication, work efficiency and technical training on machine element optimisation, gear design and the like.
- Investments are shared by employer and employee, modalities discussed on case-by-case basis.

Trainings:
- Teach theory, software usage to a mixed audience at public training events lasting up to four days.
- Conduct workshops and customer specific trainings focusing on their application.
- At customer site, in KISSsoft AG offices or via web.
- Train your colleagues in KISSsoft AG and Gleason group on theory, software usage and application.

Conferences, exhibitions, publications:
- Represent KISSsoft AG at conferences through technical presentations or presence.
- Represent KISSsoft AG at their own or joint Gleason booths in Europe and globally.
- Publish works, of theoretical and software related nature in journals and magazines.
- Show our products, associated theory and application cases through webinars to a global audience.

Workplace:
- Official workplace is at KISSsoft AG offices in 8608 Bubikon, Switzerland.
- Presence in office is required 50% of working time.
- Global travels account for up to about 15% of working time.

Contact Mr. Hanspeter Dinner – Deputy General Manager, KISSsoft AG through
hanspeter.dinner@kisssoft.com or 0041 55 254 20 50. We are much looking forward to hearing from you!