



SALES ENGINEER – UK OR SWITZERLAND

Akselos' Sales Engineering team is seeking dynamic individuals with outstanding technical and interpersonal skills to perform as **Sales Engineer** based in the UK or Switzerland.

A Sales Engineer owns technical relationships with customers and prospects, which may involve evangelizing on a day to day basis in the Finite Element Analysis and structural engineering space to a wide array of audiences, from C levels to developers. Sales Engineers also drive and own proof of concepts with prospects for identified sales opportunities and helps customers and prospects familiarize with Akselos technology from conceptual to hands-on levels.

This position will require travel based on customer needs, and sometimes globally. The individual will work closely with the sales team to support customers on a technical level, run customer presentations, customer trials, customer integration/architecture and help in the development of new accounts.

REQUIRED SKILLS AND QUALIFICATIONS

- Undergraduate degree, ideally in computer science or structural engineering; MSc, Business or Engineering
- 10+ years experience in technology/presales/technical strategy consulting roles in the integration space.

DESIRED SKILLS AND EXPERIENCE

The candidate must have solid experience in the following disciplines:

- Ability to articulate technical concepts and solutions to various audiences, from C-suite to developers, evangelizing modern concepts to help transform traditional solutions, especially in the structural and digital twin domains
- Solid communication, presentation and white-boarding skills
- Experience in fast-moving, fast growing, and dynamic environments
- Stakeholder engagement, as well as experience supporting technical leadership teams
- Presales experience
- Knowledge of 3D engineering tools and meshes and solution architecture
- Knowledge of digital twins, structural lifecycle management, and continuous integration
- Domain knowledge (from a systems integration perspective) of FSI, telecommunications, transportation, insurance or manufacturing
- Software development experience. Application Integration with Java, JavaScript, ESB/API tools and/or C++/C, Python, SDKs and API integration
- Working experience with technologies such as Ansys, Sesam, Sacs, Abacus platforms.
- Overall industry knowledge about FEA, cloud, IoT, big data, digital, networking and other topical technology domains.

NEXT STEPS

Please forward a CV/resume with a covering letter to recruitment@akselos.com

We thank all candidates for their interest, however, only those selected to continue in the selection process will be contacted.