

JOIN OUR TEAM

We are seeking a motivated and dynamic

Junior Account Manager

to join our growing sales team. This position is remote (work from home) and primarily involves conducting sales activities via telephone and email, with occasional travel within North America. The ideal candidate will have prior sales experience and a strong knowledge of software sales. Knowledge of mechanical design solutions and piping design would be beneficial. Proficiency in French or Spanish is a plus and will be considered a differentiating factor.

Responsibilities

- Conduct outbound sales activities, primarily via telephone and email, to generate new leads and build relationships with potential clients.
- Assist in the development and implementation of sales strategies to achieve revenue targets and drive business growth.
- Collaborate with the sales team to identify sales opportunities, follow up on leads, and provide product information and demonstrations.
- Maintain a thorough understanding of the company's products and services, including software solutions related to mechanical design and piping design.
- Provide exceptional customer service by promptly responding to inquiries, resolving issues, and ensuring customer satisfaction.
- Prepare and deliver sales presentations, proposals, and quotes to prospective clients.
- Collaborate with internal teams, such as marketing and product development, to gather market intelligence and provide feedback on customer needs and preferences.
- Keep accurate records of sales activities, customer interactions, and deal progress in the CRM system.
- Stay updated on industry trends, competitor activities, and market conditions to identify new business opportunities.
- Travel approximately 25% of the time within North America to attend client meetings, industry events, and conferences.

Smapp3D Plant Design offers holistic software solutions for the planning and construction of pipelines in plants and machinery. The company covers the entire process chain, from process engineering (P&ID) through piping planning (3D Piping) and Isometric, to fabrication planning and control. Modules for electrical design, steel construction, manufacturing feasibility simulation and conversion of point cloud data (3D Laser scanning) round out the portfolio. The solutions can be completely integrated into the most common CAD systems in use in industry: Solid Edge, SolidWorks and Inventor.

With headquarters in Germany and a worldwide network of subsidiaries and partners, Smapp3D Plant Design has distinguished itself through many years of expertise in plant planning and construction. The team provides assistance and advice to customers and partners, from consulting and implementation to training and technical support.

This continuous process in all phases of product development has been proven in companies from many different industries, including process industry (e.g. chemical, beverage, food, pharmaceutical), environment and water technology.

Qualifications

- Previous experience in sales, preferably in software sales, is required.
- Strong communication skills with the ability to engage and persuade customers over the phone and via email.
- Knowledge or experience in mechanical design solutions and piping design is highly desirable.
- Fluent proficiency in English is required. Proficiency in French or Spanish is a differentiating factor.
- Ability to work independently and as part of a team, demonstrating strong collaboration and people skills.
- Excellent organizational and time management skills to prioritize tasks and meet deadlines.
- Proficiency in using CRM software and other sales-related tools.
- Demonstrated problem-solving and negotiation skills.
- Initiative-taking and purposeful with a strong drive to achieve sales targets.
- Willingness to travel within North America as needed.

Our offer

- Flexible working with a high degree of personal responsibility in the home office
- Competitive compensation, including a base salary and commission structure
- Opportunities for career growth within our organization
- Support at all times and a sympathetic ear from your colleagues and the management

If we have piqued your interest, please send your complete application documents including salary expectations by e-mail to our Regional Sales Director **Christopher Swaim: cswaim@smap3d.com**

He will also be happy to answer any questions you may have in advance on **tel. +1 408 484 6404**

