

TASS is currently seeking a candidate for :

Software sales engineer

Company profile:

TASS, TNO Automotive Safety Solutions, provides software, engineering and test solutions to integrated safety development issues. Building on over 30 years of experience in software development, safety engineering and crash testing, allows us to deliver world-class products and a wide range of services to meet your safety requirements. TASS delivers its products and solutions through a worldwide network of offices and laboratories allowing it to provide global solutions at a specialist local level. With our clients and strategic partners, such as TNO and Altair, we are constantly pushing back the barriers of vehicle safety.

Our software MADYMO is the worldwide standard for occupant safety analysis and design optimization. With active safety becoming more and more important, TASS has extended its software portfolio with the software PreScan: a simulation tool for designing active safety systems and advanced driver assistance systems (ADAS).

For more information, please visit: www.tass-safe.com

Job description:

TASS has an immediate opening for a Software Sales Engineer at its office in France located in Noisy Le Grand.. This is an excellent opportunity for a motivated engineer looking to leverage both a technical and sales background in a challenging leadership position. Reporting to the European Marketing & Sales director, the software sales engineer is responsible for the distribution of all the TASS software products (MADYMO / PreScan and Delft Tyre) within the different industries TASS is involved into. This position offers significant visibility across the organization and provides the opportunity to work closely with the developers from the TASS headquarters and with the other sales engineers to meet the company targets in terms of market penetration and revenue objectives.

Job Responsibilities:

- Sales of the company's portfolio of Software products (MADYMO and third party software products) to end-user organisations according the (local) target and business plan.
- Accomplish a healthy growing sales opportunity pipeline and a transfer rate to closure of these opportunities in accordance with the company's objectives.
- Enhance the companies perception in the market.
- Development and maintenance of long-term relations, in order to establish a solid and professional image.



Required Background & Education:

- Education level: Bachelor or Master degree in Electrical, Mechanical or Control Engineering.

Minimum of 3 years experience in solving challenging engineering problems and/or business analyze/ requirements engineering.

- Track record in software sales of a simulation, crash or non-linear / high definition nature; Sales management is preferable.
- Proven commercial skills. Minimum of 5 years experience in Crash Safety market.
- Good knowledge of the regional market.
- A good level of verbal and written English.
- Excellent communication skills.
- Knowledge of finite element methods, multi-body dynamics and explicit time integration methods is desirable. (e.g. ABAQUS, Madymo, LS-Dyna, ANSYS, ADAMS, Pamcrash, Easi, Adaptco, LMS, FTSS)
- Good supervisory skills in direction & coaching of professionals in the local market.
- Ability of travelling in the south European region.
- A valid driving license.

If you are interested in applying for this position, please send your resume and cover letter to: Alexandre Mugnai, European Marketing & Sales director, at jobs@tass-safe.com