

***TASS is currently seeking candidates for :***

***Sales Managers (US office, French office and German office )***

TASS offers MADYMO, the world's leading crash safety design software. Building on over 30 years' experience in vehicle crash safety, our engineers can support our clients to improve their design for passive safety systems. By using MADYMO, researchers and engineers can design an occupant safety system, analyze it thoroughly and fine tune the design early in the development process.

With active safety becoming more and more important, TASS has extended its product range with PreScan: a dedicated sensor simulation tool for designing active safety systems and advanced driver assistance systems (ADAS). Another software tool – Delft-Tyre – is able to simulate tyre properties and performance, enabling accurate vehicle dynamics simulations.

With MADYMO, PreScan and Delft-Tyre, TASS offers a complete solution of software & services for the design of fully integrated safety solutions.

The TASS ethos is about co-operation, innovative thinking and expertise. From our headquarters in The Netherlands and offices across the globe, we work closely with top vehicle manufacturers and their suppliers to provide dedicated solutions to complex needs. With our clients and strategic partners, such as TNO and Altair, we are constantly pushing back the barriers of occupant safety.

Using our software and engineering services our clients can design their products to go well beyond existing safety standards. They can make their products more than just safe; they can be TASS-safe.

**Job Description:**

Our TASS Americas office (Michigan), France Office (Paris) and German Office (Wiesbaden) are having an immediate opening for a Sales Manager. This is an excellent opportunity for a motivated sales professional looking to leverage both their technical and sales background in a challenging leadership position. The Sales Manager position is responsible for identifying and closing new business opportunities as well as enhancing our competitive position with current clients across our entire product line (MADYMO, PreScan and Delft-Tyre). This position offers significant visibility across the organization and provides the opportunity to work closely with our colleagues from the TASS Headquarters in The Netherlands and other sales professionals around the globe to meet company targets in terms of market penetration and revenue objectives.

**Job Responsibilities:**

- Builds and maintains effective long-term relationships and a high level of satisfaction with decision makers and influencers at the company's customer accounts.
- Accrues existing software product sales with existing customers.
- Acquires new licenses for all software products within the regional market in all sectors according to the business plan (automotive, aviation, accident reconstruction).
- Is able to let the sales opportunity pipeline grow in existing and new customers and shows a transfer rate to closure of these opportunities of approx 50%. Is responsible for preparation, tracking and follow up of proposals.
- Manages software support.
- Prepares direct marketing materials (presentations, brochures, etc.) and promotion of marketing development in general. Also prepares and executes customer visits and presentations.
- Promotes TASS at regional conferences.
- Communicates specific customer/market requirements.

**Required Background & Education:**

- Education level: Engineering Degree (Bachelor or Masters preferred).
- 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.
- Excellent level of verbal and written English. Portuguese language skills a plus.
- 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)

If you are interested in applying for this position, please send your resume and application to Annemiek Nagengast, HR advisor at [jobs@tass-safe.com](mailto:jobs@tass-safe.com)