

# Account Manager



## Overview:

TEAM Engineering, a Siemens PLM business partner and reseller of Siemens technology; have been in business as a reseller for over 20 years. We focus on supplying and supporting the Siemens design and PLM product portfolio for leading edge engineering software covering NX CAD, CAM, CAE and Teamcenter into a diverse range of industries from design through to operations and product support.

We are currently recruiting an experienced Sales Engineer (Account Manager) to promote and sell the Siemens PLM range of products across the different disciplines including NX, FEMAP and Teamcenter PLM; in addition to our own engineering consultancy services.

As a business our major strength and reputation is built around our experienced and professional technical team who have many years' industry and product knowledge.

You will be assigned a sizeable territory to manage. The role will include regular travel within your designated territory to manage existing accounts and to find and develop new accounts. You will be completely responsible for the management of these accounts and for the revenue growth generated from your designated territory.

## Detailed Job Description

Work with your colleagues and Siemens PLM to drive incremental software revenue and growth in line with company strategic direction and business targets for your territory.

Promote TEAM Engineering Technical Services for CAD, CAM, CAE and PLM; including training, engineering support and engineering consultancy.

Develop and implement plans to expand the use of products and services within existing customer base and to generate new customers.

Participate in sales and management meetings and provide accurate forecasts on pipeline, major project status or services deliveries for your accounts or prospects.

Find and develop new opportunities with the support of the Marketing Manager and follow up by research and telephone calling.

Hold regular customer account meetings to generate and sustain business partnerships. Identify business issues, "pain points" and create roadmaps and associated "go forward" plans.

Be the customer point of contact for any issues that arise with an account and report back into the business with corresponding plans and solutions.

Work with marketing and technical groups to coordinate any specific marketing events such as webinars, workshops or sales events which are assigned to you.

Liaise with TEAM Engineering technical consultants and Technical Services Manager to prepare and discuss customer presentations or demos on products tailored towards a given opportunity.

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## Required Experience:

**Education:** Degree Level or an equivalent amount of education and engineering experience.

The successful candidate will be expected to undertake all Siemens Sales Certification training; and work towards Professional sales certificate as part of TEAM Engineering's SMART partner accreditation.

**Experience:** Must have spent at least 2 years working in an Engineering environment.  
Be comfortable dealing with engineers through to board level directors.  
Have experience selling PLM, Simulation or CAD/CAM solutions.  
A proven track record in sales and account management.  
Proven experience of managing and negotiating with multiple key stakeholders.  
Proven experience in building and maintaining a strong sales pipeline.  
Good verbal, written and formal presentation skills.  
Proven record of relationship building in a sales environment.  
Self-managing skills; accountable and responsible for daily and weekly activities.  
Be able to access decision makers and identify business issues.  
Be tenacious, resilient and energetic.

**The Package** Competitive basic salary based on experience.  
Commission package.  
Car and mileage allowance.  
Enrolment into Company pension scheme after 3 months.