Sharing Knowledge!

Thanks to our software for optimizing gears and designing gearboxes,
- Radio telescopes can listen into the universe and wind turbines generate electricity
- Electric cars travel quietly, and sports cars set new acceleration records
- Robots move powerfully and precisely, and rear-view mirrors can be tilted at the touch of a button
- Cranes lift heaviest loads and helicopters take off safely
- And much, much more …

Some 40 engineers, marketing specialists, software developers, translators, mathematicians, and sales engineers work closely and collegially together in Bubikon, Switzerland and Slovenia. As part of the Gleason Group, KISSsoft AG develops, distributes and trains the users of a globally acclaimed CAE software for the design of gearboxes and optimization of gears. We provide software licenses through a global sales partner network or by sales from headquarters. Exports represent over 95% of total revenues. KISSsoft AG is an agile, unconventional and extremely prestigious company. We are a "hidden champion" and one of the top players in our niche. In our sales activities, we pursue the below overall objectives
- Strengthen KISSsoft AG reputation, support the partner network and drive software sales by explaining our products on a technical, user benefit and merit basis.
- Provide technical know-how to our prospects, customers and partners in the areas of transmission, gearbox, gear and bearing technology.
- Build further trust with future and existing licensees in our expertise and products, thereby advancing the software business.
- Conduct software demos, provide benchmark calculations, execute engineering projects, monitor our competitors and present at conferences.
- Explore new markets and segments, build relationships with potential partners and support the product managers in the Gleason group.

We are looking for a Senior Engineer - Global Sales, 80%-100%, from September 1st, 2024

Reporting to the Director Global Sales you will
- Guide prospective customers through the software evaluation process, informing them about its benefits, training requirements, functionality and alternatives to a license purchase.
- Identify business opportunities and pursue leads. Write, submit, follow up and negotiate commercial offers.
- Be the first and often single point of contact for prospects, customers and partners for any question, be it technical, commercial or organisational. Thereby, you build a solid rapport, generate trust and ultimately the willingness to invest in KISSsoft licenses.
- Manage selected, regional markets in collaboration with local partners or directly. Gather market insights, understand licensees needs, visit selected accounts and resellers, set targets, compare to as is situation, plan and implement corrective and promotional actions.
- Demonstrate our products, associated theory and application cases through webinars to a global audience. Publish papers of theoretical and software related nature in journals and magazines.
- Represent the company and products at trade shows, exhibitions and conferences, building up personal relationships and generating new contacts.

- Interact with the marketing team, ensuring seamless information flow, informing them about the interests of our customers and assisting them with website maintenance, social media work, print material and exhibition planning.
- Collaborate with development and support teams on requirements engineering, software testing, product and theory training, publishing white papers and application reports.
- Provide first level, installation and technical support on system and component level software modules.
- Support and train the global partner network and their local customers, remote or on site.
- Collate statistics and writing reports and forecasts for the management.

Further, possible work areas
- Advancing KISSsoft AG consultancy and engineering services in the domain of technology reviews, gear optimization and system conceptual design.
- Strengthen ties with universities using KISSsoft in the education of our next generation of customers.
- Teaching other Gleason employees on the advantages, application, theory and usage of KISSsoft, creating awareness of additional revenue opportunities and enabling them to present KISSsoft as part of the total Gleason portfolio.
- Your own ideas to grow our business, customer base, knowledge and reputation.

Your future colleagues
- Four Senior Engineers – Global Sales with a strong background in gearing, a passion for gear technology, enthusiasm for international sales and experience with the same job.
- Four administrative colleagues handling purchase orders, customer data, training organization, central email accounts and many other things.
- A team leader and management with strong background in gear technology. And a willingness to listen, discuss and decide.
- A group of about 15 sales and support partners in Argentina, USA, Italy, Czech Republic, China, Taiwan, Japan, Korea, India and the UK. Many of them gear design engineers themselves.
- We are all tenacious, eager to learn continuously, persistent, fair, obliging and ready to help. We expect the same from you!

Workplace
- Our offices are easily accessible by public transport and parking is provided.
- Presence in office is required 60%.
- Global travels account for up to about 15% of working time.

Contact Mr. Hanspeter Dinner through hanspeter.dinner@kisssoft.com or 0041 55 254 20 50. We are much looking forward to hearing from you!