



# Technical consultant – Business Developer

Simbeyond provides software solutions that accelerate the development of advanced materials and high-tech devices as used in state-of-the-art display, lighting and signage applications. In the domain of organic electronic devices, such as mechanically flexible organic LED (OLED) displays, we provide an unprecedented software tool that replaces a large part of the costly and time-consuming experimental efforts with computer simulations. The unique approach provided allows our customers to analyze, predict and improve device performance. This leads to a shorter time-to-market and to reduced R&D costs for the electronic devices of today and tomorrow.

## Key Responsibilities

Simbeyond is looking for an enthusiastic and technically skilled team member with a talent for customer interaction to join and help grow our young and dynamic company in Eindhoven. The job involves the following responsibilities:

- Work closely with customers to understand their needs and provide innovative solutions
- Execute case study projects in an interactive and consultative mode with customers, including performing simulations and reporting
- Provide product trainings and tutorials and develop training material and documentation
- Cultivate and extend business relationships with current customers
- Collect customer insights on user experience, product improvements and needs
- Identify, contact and visit potential customers and systematically follow up on leads
- Represent Simbeyond and give presentations at conferences and exhibitions
- Test product improvements, new product features and new products

### **Skills:**

- Affinity with computational physics and simulations
- Outstanding communication and interpersonal skills
- Team player mentality
- Strong drive for customer satisfaction and quality
- Proficiency in English both in written and verbal form is a must

## Qualifications

The ideal candidate has an MSc degree or higher in a relevant field (physics, engineering) and experience in the field of organic electronics, semiconductor device physics or optics, preferably using simulation tools. One or more years of experience in an industrial environment which includes customer interaction. A passion for customer interaction and technology and ambition to grow are highly regarded. Strong presentation and writing skills are required, as well as a quality mindset and good problem solving skills. The candidate should be fluent in English, both in written and verbal form. Willingness to travel and an entrepreneurial predisposition are qualities we regard highly for this position.

### **What we offer:**

We offer an exciting opportunity to join a young and dynamic environment in Eindhoven, the Brainport of The Netherlands, in a team of driven professionals. Our informal company culture gives ample opportunity for personal and professional development. At the same time, you will be helping to shape our fast growing business. Are you the new team member we are looking for? Send your CV and motivation letter to [jobs@simbeyond.com](mailto:jobs@simbeyond.com). For more information, visit [www.simbeyond.com](http://www.simbeyond.com).