



# Sales Consultant

Simbeyond is looking for an enthusiastic and commercially skilled team member with a passion for technology to join and help grow our young and dynamic company in Eindhoven.

## Key Responsibilities

- Work closely with customers to understand their needs and provide innovative solutions
- Identify and chase new commercial leads
- Accompany leads through the sales cycle and convert them to customers
- Cultivate and extend business relationships with current customers
- Develop sales and account plans for customers
- Coordinate with the technical team to provide the best solutions to our customers
- Collect customer insights on user experience, product improvements and needs
- Identify, contact and visit potential customers and structurally follow up leads
- Represent Simbeyond and give presentations at conferences and exhibitions

### *Skills:*

- Experience in consultative sales of technical solutions
- Outstanding communication and interpersonal skills
- Good at working together with team members and customer employees
- Strong drive for customer satisfaction and quality
- Proficiency in English both in written and verbal form is a must

## Qualifications

The ideal candidate has a commercial background (Sales, Business management, Business administration or similar), preferably selling b2b software solutions. Additional background in science and/or engineering is preferred. 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. Willingness to travel and an entrepreneurial predisposition are qualities that are sought after in 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.

- We offer a competitive salary with a range between 3100-4000 € per month, with target-based variable salary based on experience.
- As part of our benefits we offer a work-from-home allowance and an amount of 30 vacation days based on a full-time contract.
- This job offers the opportunity to travel overseas and tackle customer problems independently.

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 [simbeyond.com](http://simbeyond.com).

***About Simbeyond:***

Simbeyond provides software solutions that accelerate the development of advanced materials and high-tech devices as used in state-of-the-art technology. In the domain of organic electronic devices (e.g. OLEDs), batteries and nanolithography, we provide unprecedented software tools that replace a large part of the costly and time-consuming experimental efforts with computer simulations. This unique approach allows our customers to analyze, predict and improve device performance, leading to a shorter time-to-market and reduced R&D costs for the tech of today and tomorrow.