



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 r 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. For more information, visit 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.