

Sales Engineer

Location: Tampa, FL

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Eriksson Software is looking for a sales engineer to join our growing team to help us market and sell our software tools and systems to practicing structural engineers, precast/prestressed concrete fabricators, and departments of transportation. You'll interface with our development and marketing teams and our customers. This position is for our Tampa, FL office with an average temperature of 73 degrees and 242 days of sun per year.

About You

Are you an experienced civil or structural engineer with a passion for technical communication? Do you have a special talent for articulating complex technical concepts into clear, understandable explanations? Do you enjoy building relationships with other engineers?

About Eriksson Software

Eriksson Software is a structural engineering software company that specializes in automating the design and detailing of precast/prestressed concrete structures and their components. Our mission is to change the current engineering/detailing paradigm. Our goal is to help practicing engineers and enterprises embrace BIM and realize its full potential at all levels throughout the entire enterprise. We currently operate primarily in the United States with a small but growing penetration into international markets.

Requirements:

- BS degree in civil or structural engineering
- Familiarity with structural engineering software, BIM and the current computing landscape
- Willingness to travel frequently for several days at a time
- Excellent listening, presentation and communication skills in order to translate our pioneering technical solutions into business dialogue that customers can easily understand

Responsibilities:

- Maintain expert knowledge of Eriksson Software's products & capabilities and how they are used to achieve client business goals
- Research markets for our products
- Prepare and deliver effective technical presentations to all levels of an organization
- Ensure end user success by coordinating & implementing training procedures
- Follow up on leads and establish long-term relationships with customers
- Prepare sales proposals and consummate sales
- Manage and coordinate technical support
- Ensure a high level of customer satisfaction
- Establish Eriksson Software as precast engineers' first choice for next-generation design technology by working with the product development team to define and prioritize new features based on feedback from customer base

Compensation:

- Base salary dependent on experience
- Bonus opportunities
- Excellent PTO, healthcare insurance and other benefits

Please forward a cover letter and your resume to employment@erikssonsoftware.com