

## Job description:

# Technical Sales Manager

### Our company

**Neural Concept** creates Deep Learning algorithms for enhanced engineering. We help companies speed up their development cycles, augment their product performance and reduce computational costs. We have developed Neural Concept Shape, a tool that provides simulation results >1000x faster with the possibility to also automatically find optimal shapes to desired output values.

Deep Learning and AI have already revolutionised how images, sound and natural language are processed. Therefore, some problems that used to be considered intractable are now easily solvable on a large scale. Yet, Computer Assisted Design (CAD) and geometry processing are still using traditional methods. Our mission is to bring this revolution into the world of CAD using our unique Neural Network technology that can process 3D CAD models.

We are working for global leaders in industries ranging from Automotive to Aerospace and with cutting edge sport teams from Sailing to Car-Racing, who trust our technology to ensure they stay ahead of the curve in their fields.

### Our culture

Our company was born in a top notch AI lab at EPFL and the values of research are in our DNA. We are honest, pragmatic and passionate about innovation.

We know that the greatest achievements cannot be the product of a single individual and we encourage our employees to strive for the success of the entire team.

We work hard but try to enjoy our time at work and cultivate a great atmosphere. We do our best to respect everybody's private life and are very conscious about work / life balance.

### Your mission

You will be leading the sales efforts of Neural Concept and coordinating it across multiple sales channels and business lines. You will be working closely with the CEO and the board members of Neural Concept.

### Responsibilities:

- Owning the responsibility of generating revenue for the company on a specific customer segment.
- Generating a robust and increasingly predictable pipeline of new opportunities.

- Contributing to sales increasing efficiency and effectiveness (from suspect to converted long-time customer).
- Owning key customer relationships, providing general technical support and ensuring loyalty and increasing share of wallet;
- Contributing to field marketing including related content creation and event management
- Contribute to executing and further developing the sales strategy including inputs to segmentation, cloud offering channel management, positioning and promotion programs;

## Your profile

Requirements:

- MSc degree in engineering (Mechanical Engineering, Math, Physics, Computer Science) from a renowned university.
- Familiarity with CAD/CAE modeling and simulation.
- Excellent inter-personal skills and networking abilities.
- Excellent and broad technical understanding.
- A result oriented and proactive mindset. Available for frequent traveling.

Would be a plus:

- Excellent knowledge of the CAE ecosystem, of the main fields, customers, vendors and opportunities.
- Management experience.
- Experience in a software company in CAD/CAE or similar field.
- Experience as sales or business developer.
- A strong network.

## You get

- A highly result-oriented compensation plan.
- A generous stock-option plan based on performance results.
- A competitive Swiss salary.
- Incentive plan with bonus based on achieving sales goals (calibrated up to 100% of fixed salary).
- Live the start-up experience with high rewards associated to it.

## To Apply

Send an email to:

[pierre.baque@neuralconcept.com](mailto:pierre.baque@neuralconcept.com)

Title:

Technical Sales Manager

Please attach your CV and links to relevant pages (e.g. your Github, personal website or anything else on the web you are proud of)