

Smart and Communicative?

Sales Engineer – Leiden, the Netherlands / Munich, Germany

We are looking for a technical pre-sales engineer supporting Enterprise Sales in new sales and account management with focus on the Benelux and German market. Depending on the candidate, the job could be based in Leiden or in Munich.

The role primarily consists of providing technical sales presentations, product demonstrations, identification of the appropriate solutions for customers, managing and executing implementation projects, supporting existing customers, and preparing and performing presentations at user groups and conferences.

About IntelliMagic

IntelliMagic is a Dutch company. We develop and sell technical software to analyze and model the performance of enterprise storage systems. Our customers are large companies across the world that use IntelliMagic software to manage the performance of their storage environment.

IntelliMagic takes pride in developing advanced and high quality solutions. Responsiveness to questions and a customer-first mentality are very important to us.

We have 24 people in our headquarters in Leiden, the Netherlands, 12 people in our sales office in the US, and a sales manager in Munich for the German market. For more information about our products and services, see www.intellimagic.net.

Responsibilities

- Develop strong relationships with customers, acting as the Technical Account Manager
- Provide on-site and remote customer presentations and demonstrations
- Manage trials for prospects
- Scope, manage and deliver technical services such as consultancy, education and implementation services for customers and partners.
- Produce technical documents such as white papers and customer proposals
- Perform technical support for existing customers, providing explanations and investigating issues

Expectations

- Work closely together with the sales managers, the development team, and the technical colleagues within IntelliMagic and our partners
- Develop a deep understanding of the IntelliMagic products to ensure optimal technical support in pre- and post-sales situations
- Maintain technical expertise in enterprise storage technologies and act as a Storage Performance Expert

Knowledge and Skills

- Excellent communication and presentation skills
- A positive and pro-active attitude and an enthusiastic personality
- Comfortable with both pre-sales and implementation and support activities
- Demonstrable technical experience in z/OS, Enterprise Storage and Storage Performance
- Preferably experience as a pre-sales engineer in storage or mainframe related large account software and services. Individuals with z/OS storage performance responsibilities at a mainframe site will also be considered.
- Willing to travel within Europe for customer visits and conferences
- Fluent in German and English, both in speaking and in writing
- University Degree in a technical subject

What do we offer?

We are a small company with an informal work environment, dedicated people and easy access to development and management. IntelliMagic is fully owned by the managing directors and is growing steadily without external funding. Job satisfaction and team spirit are very important to us.

Contact

Please contact one of the managing directors, Gilbert Houtekamer or Els Das, for more information about this job opening. Our phone number is +31 (0) 71 5796000. You can send your letter of application and résumé to werken@intellimagic.net.

Applicants only; no recruiting firms or agencies please