



## Successful with AutoForm!

AutoForm Engineering is a global software company that develops and markets high-end software for die engineering and simulation to the automotive industry. AutoForm software has been successfully used by all of the Top 20 global automotive OEMs and hundreds of suppliers of stamping parts and tooling equipment. The software is being used for die engineering and sheet metal forming simulation, to carry out feasibility studies, generate tooling concepts and optimize processes. AutoForm has been honored with several international awards in recognition of the company's innovative strengths.

Based in Switzerland and with more than 360 employees worldwide, AutoForm is growing internationally, with subsidiaries in Germany, The Netherlands, France, Spain, Italy, USA, Mexico, Brazil, India, China, Japan and Korea.

Our vision is to attract, develop and retain the best people in the industry by providing challenging opportunities in an exciting and progressive work environment. We believe each individual contributes to our success and goals as a company. For our office in **Hyderabad, India** we are looking as soon as possible for a:

## Sales Manager (full-time, m/f)

We are looking for a Business Development Manager with an engineering background who is strong in Sales and Account Management. You must be strong in negotiating with high level positions within our customer's organizations. You should be able to build sustainable professional relationships with customers, to gain new opportunities at existing customers within different departments as well as to develop new opportunities at prospects.

### Your tasks:

- Account management for Automotive OEM's, Tier-1 and Tier-2 Stamping Suppliers, which includes selling AutoForm products, program management of support projects, and building customer relationships
- Identifying and developing new sales opportunities within OEMs, Tier-1 and Tier-2 markets
- Maintaining strong and professional relationships with key AutoForm software users, decision-makers and influencers
- Creating quotes and generating customer renewals
- Market analysis, account mapping and key account planning
- Preparing and executing product presentations
- Sales forecasting monthly and for annual budgeting and business planning
- Significant traveling to visit prospects and customers located within India
- Representing AutoForm at trade shows, conferences and other customer events
- Participating at the international sales meeting (every 1-2 years)
- Other responsibilities as assigned

### Your profile:

- Bachelors or Master's degree in Mechanical Engineering or equivalent
- 5-10 years' experience in selling software, stamping and tooling, or related services to the automotive manufacturing industry
- Stamping simulation software experience is a strong plus
- Basic knowledge in die making, finite element simulation and computer aided design required

- Energetic, assertive, and persistent personality with strong communication and presentation skills
- Strong leadership skills to develop account management plans and guide technical team to support customers
- Genuine interest in automotive and manufacturing processes
- Willingness and ability to travel within the India
- Motivated to succeed in a small company environment

An exciting challenge in an innovative, international environment is waiting for you. We would like to have you on board as soon as possible. Please send your resume per e-mail to **hr@autoform.in**

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