



## Successful with AutoForm!

Headquartered in Troy, MI, AutoForm Engineering is a global software company that develops and markets high-end software for die engineering and simulation to the automotive industry since 1995. AutoForm is widely recognized as the leader of Software Solutions for the Die-Making and Sheet Metal Forming Industries. Our software is used by all of the Top 20 Global Automotive OEMs and their suppliers for die engineering, sheet metal forming simulation, to carry out feasibility studies, generate tooling concepts and optimize processes, stamping parts and tooling equipment. AutoForm has been honored with several international awards in recognition of the company's innovative strengths.

Global Headquarters is based in Switzerland and with more than 360 employees worldwide, AutoForm is growing internationally, with subsidiaries in USA, Germany, The Netherlands, France, Spain, Italy, 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.

**Ready to take your career to the next level?** AutoForm Engineering is hiring an experienced Account Manager to work out of our main US office in **Troy, Michigan**. With locations in over 13 countries, an exciting challenge in an innovative, international environment is waiting for you.

## Account Manager

We are looking for an Account Manager with an engineering background who is strong in program management. Person must be strong in negotiating with high level positions within our customer's organizations. A focus on being able to build strong professional relationships with customers to be able to gain new opportunities at existing customers within different departments as well as the ability to develop new opportunities at prospects.

### Your Duties:

- Account management for Automotive OEM's, Tier-1 and Tier-2 Stamping Suppliers and/or Die Houses, which includes selling AutoForm products, program management of support projects, and building customer relationships
- Maintaining strong and professional relationships with key AutoForm software users, decision-makers and influencers
- Creating quotes and generating customer renewals
- Generating customer software licenses based on matching customer quote and purchase orders
- Developing new business lead generation within the Tier-1 and Tier-2 markets through networking activities in the automotive stamping supply chain
- Market analysis, account mapping, and key account planning
- Preparing and executing product presentations
- Learning the base AutoForm software modules is required
- Sales Forecasting monthly and for annual budgeting and business planning
- Selling training and scheduling customers into training classes
- Traveling to visit prospects and customers located throughout the continental US and Canada
- Representing AutoForm at trade shows, conferences and other customer events
- Participating at the international sales meeting (every 1-2 years)
- Other responsibilities as assigned

**Professional Background:**

- Bachelor's degree in Mechanical or Materials Engineering
- 2 – 5 years' experience selling software, stamping and tooling, or related services to the automotive manufacturing industry
- AutoForm simulation software experience is a plus, but not required
- Knowledge of AutoForm, Pamstamp, and/or Dynaform is preferred
- 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 US and Canada, as well as occasional travel to Europe
- Motivated to succeed in a small company environment

AutoForm Engineering USA is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, creed, marital status religion, sex, sexual orientation, gender identity or national origin, age, disability or veteran status. AutoForm Engineering maintains a safe work environment where each individual is valued and respected.

We would like to have you on board as soon as possible. Please send your resume per e-mail to **hr\_us@autoform.com**.

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