

SALES — BUSINESS DEVELOPMENT

Cognitive Design Systems (CDS) is a tech company based in the center of Toulouse, France, the core of the aerospace industry's innovation and talent. Our company is a multicultural organization made of talented engineers brought together by a common mission, to develop the best automated CAD design solutions.

We are looking for a highly motivated and experienced Software Sales to join our growing team, the ideal candidate would have an existing experience in business development or sales, with good interpersonal skills.

At CDS, we believe that creativity and ingenuity are essential to evolve beyond process constraints in bringing designs to life.

Roles & Responsibilities

Strategic Sales Planning & Execution

- Develop and execute sales strategies and tactics to promote our solutions.
- Collaborate closely with the marketing department to design targeted campaigns and marketing materials.
- Build and maintain strong relationships with key clients and potential customers in the 3D printing ecosystem.
- Understand the needs and challenges of customers in the industry and contribute to tailoring software solutions accordingly.

Customer Support

- Address customer inquiries and concerns to ensure satisfaction.
- Interact and visit customers and partners with the sales and/or resellers team.
- Understand and explain the potential of software applications within a customer's workflow.
- Present and share knowledge effectively.

Skills & Qualifications

- Excellent written and verbal communication skills.
- Strong understanding of the 3D printing industry and related trends.
- Team player with the ability to collaborate effectively with cross-functional teams.
- 5+ years of success in software sales, preferably in the 3D printing industry.
- Competent with CAD Design Practices.