

SOLUTION ENGINEER/ PROJECT MANAGER (M/F/D)



Do you want to influence the constantly growing software industry?
Develop with us the future of network management

The Infosim GmbH & Co. KG is an international software vendor and value-added reseller headquartered in Würzburg, Germany. With international subsidiaries in Singapore and Austin, TX.

Our main three areas of operation are:

- ✦ Unified Network & Services Management with our award-winning Product StableNet®
- ✦ Business software based on Microsoft Dynamics 365 Business Central
- ✦ Individual software developments

Strong growth in our StableNet® division necessitates the expansion of our team in the HQ office in Würzburg, Germany.

YOUR AREA OF RESPONSIBILITY

- ✦ Take over the technical responsibility of national and international customer projects from our business development organization
- ✦ Drive the project to success (in collaboration with sales colleagues)
- ✦ Develop projects in collaboration w. the responsible Account Manager
- ✦ Plan, implement, and fulfill Proof of Concepts (POCs) with customers
- ✦ Work in close contact with customers, partners, and our internal organization
- ✦ Manage customer requirements and expectations
- ✦ Work with other business and technology teams to support the installation, configuration, extension, and testing of StableNet®
- ✦ Work with customers on site and remote
- ✦ Keep the technical responsibility during the entire sales process and afterwards during implementation, delivery, and possibly service contract time
- ✦ Working from Infosim base or from home

YOUR SKILLS

- ✦ Master/Diploma degree in computer science, engineering, business, or comparable credentials
- ✦ At least three years of relevant experience
- ✦ Ability to work independently, flexibly and in team environment.
- ✦ Experience in structuring and prioritizing the tasks of project teams consisting of up to 10 people.
- ✦ Interest in network technologies (IPv6, TCP/IP, Routing, Switching, SNMP, MPLS).
- ✦ Fluent written and verbal communication skills in German and English. Other foreign languages are an additional advantage.

OUR EXPECTATIONS

- ✦ Strong Customer Focus, willingness to understand and solve customers' challenges and excitement about contact with customers
- ✦ Readiness to travel (nationally and internationally up to 60%)
- ✦ Sales Consulting skills (sales or/and technical focused)

OUR BENEFITS

- ✦ Friendly and informal work environment with relaxed command structures
- ✦ Exciting international projects
- ✦ Many opportunities for further education and training
- ✦ A broad spectrum of social activities, such as team events or tickets for the Handball Bundesliga
- ✦ Workplaces with panorama view over Würzburg and the Marienberg fortress
- ✦ High level of research and innovation
- ✦ Flexible working hours
- ✦ Ideal location on Hubland North with direct access to public transport and shopping area nearby

INTERESTED? We are looking forward to your application: jobs@infosim.net

Please send us your complete application (PDF) including cover letter, CV, certificates, your salary requirements and earliest date of availability.