Application / Pre-Sales Engineer

JOB CODE: AE_PLM
LOCATION: Cambridge, MA

COMPANY

SPRING Technologies is an international leader in CNC Verification, Optimization and Tool Management software technology for the manufacturing industry. With 27 years experience in the field of PLM, Spring Technologies has gained worldwide recognition with its Digital Workshop suite™ solution. Spring Technologies is dedicated to bring comprehensive solutions to help companies in Aeronautics, Transportation and Energy to streamline their manufacturing processes. Sample clients include AIRBUS, AREVA, ALSTOM, BOEING, EMERSON, GENERAL ELECTRIC, MICHELIN, RCR, SAFRAN, SIDEL, US ARMY...

SPRING Technologies is headquartered in France and has subsidiaries in Germany, Switzerland, China, and Cambridge, MA as well as aggressive plans for further international development. This position will have the growth opportunity in the company.

POSITION DESCRIPTION

SPRING Technologies is looking for a dynamic Application Engineer with strong client relationship skills to provide technical pre-sales support to sales team.

This position reports to the Technical Director. It will be based in SPRING Technologies' office at Cambridge, MA.

RESPONSIBILITIES

* Assist Spring Technologies sales team and resellers by performing NCSIMUL™ presentations and targeted demonstrations to prospective end users and senior managements
* Prepare benchmark against competition in CNC verification and tool management
* Recommend products and services
* Represent Spring Technologies' commitment to excellence and integrity
* Attend a variety of sales situations such as customer meetings, trade shows, conferences as required by management
* Participate in marketing actions including creating and executing web/video demonstration and demo scripts and updating customer demo materials
* Generate and prepare simulation demos for sales team
* Perform on-line and web-based customer demos

REQUIREMENTS

BS or MS in Mechanical or Manufacturing Engineering with at least 3 years of professional experience.
Knowledge of CNC machining and CAM is required.
Experience with Post-Processor is a plus.
Past experience with CATIA, UG, PROE, Mastercam, GibbsCAM and Delcam or with a simulation software publisher is welcome.
Excellent communication and presentation skills.
Familiarity with engineering, design and manufacturing processes and terminology. Excellent time management and organization skills.
Results driven with a strong work ethic.
Ability to work with minimum supervision.
Spring Technologies is looking for a quick learner able to take initiatives to get the job done.

A valid driver's license and the ability to travel up to 50% of the time are required.

Spring Technologies offers a competitive compensation package and benefits.

For more information on the company, visit www.springplm.com.

Please send your resume to contact_us@springplm.com. No phone call please.