



the optimization company

FE-DESIGN headquartered in Karlsruhe, Germany with offices in Hamburg, Munich, Sofia and Chicago is one of the leading engineering and software companies in offering solutions for structural & process optimization tasks in the CAE area and related disciplines worldwide.

Our business strategy is build on three pillars: direct sales in Central Europe and USA, authorized distribution partners for our product suite TOSCA mainly in Asia, and OEM agreements with major CAD/CAE vendors to leverage our optimization technology for their product enhancements. Currently, we have more than 20 distributors with a strong focus on Japan, Korea, and China. Moreover we see a lot of potential for growth in e.g. Russia, India, Israel and other countries. In addition to our distributors and OEM partners, we are cooperating with nearly all major CAE vendors e.g. Simulia, Ansys, Siemens PLM, CD-adapco, Magna Powertrain, or Safe Technology.

Since the current channel manager will take over other responsibilities within the company, we are looking for an equivalent replacement.

Channel Manager – worldwide

The Position:

You will work in a team with international experienced presales and service engineers who will support you to expand our existing worldwide distributor network and to increase our excellent business relationship with CAD/CAE vendors. Your office location could be in Karlsruhe (headquarters), Munich, Hamburg, or Sofia and will be determined in agreement with you. To visit our partners locally, you will also spend significant time on traveling.

Your Profile & Responsibilities

- You have verifiable experience of many years in managing indirect software distribution channel worldwide in the CAE business and you are familiar with different native cultures and their business attitudes. This enables you to develop and execute country specific strategies.
- Global market research and revenue planning for CAE applications as input for appropriate marketing strategies and ROI scenario to distribute the TOSCA products cost efficiently
- Identification and implementation of authorized distributors and channel partners under consideration and integration of our direct sales activities, OEM partner initiatives and strategic partner interests
- Development of business plans and implementation strategies for selected distributors for TOSCA
- Strategic alignment of distribution partners to define the most profitable sales strategy for all parties (FE-DESIGN, OEM partner, distributor)
- Identification of synergy products or solutions for distribution partners in order to develop "cross selling" opportunities
- Definition of account-specific goals (revenue, strategically) and tracking procedures (e.g. forecasting)
- Development of country-specific price lists under consideration of local competition, exchange rates and global agreements with customers
- Executive summary reports of consolidated revenue prediction and long-term activities for FE-DESIGN management on a regular base

We are offering:

- Individual development embedded in a globally growing service company with international focus
- Personal coaching by the current channel manager, depending on your background and experience
- A competitive compensation package (basic salary, incentives, insurance)

Contact:

Please send your complete application including your salary expectations and earliest starting date to:

FE-DESIGN GmbH
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or for a first contact call Manfred Fritsch +49 170 31 65 569