



COMMERCIALLY DRIVEN APPLICATION ENGINEER

Image Systems Motion Analysis is a world leader in the high end segment of image analysis and image processing for precise measurement. We are counting among our customers the majority of the world's car manufacturers, defence forces, space agencies, universities and other well-known players within technology and manufacturing. Read more on our website: www.imagesystems.se.

The product management team is playing a central role in the contact and communication between internal developing resources and the market needs. The team combines technical sales with product strategy work in order to create successful products as well as growing business.

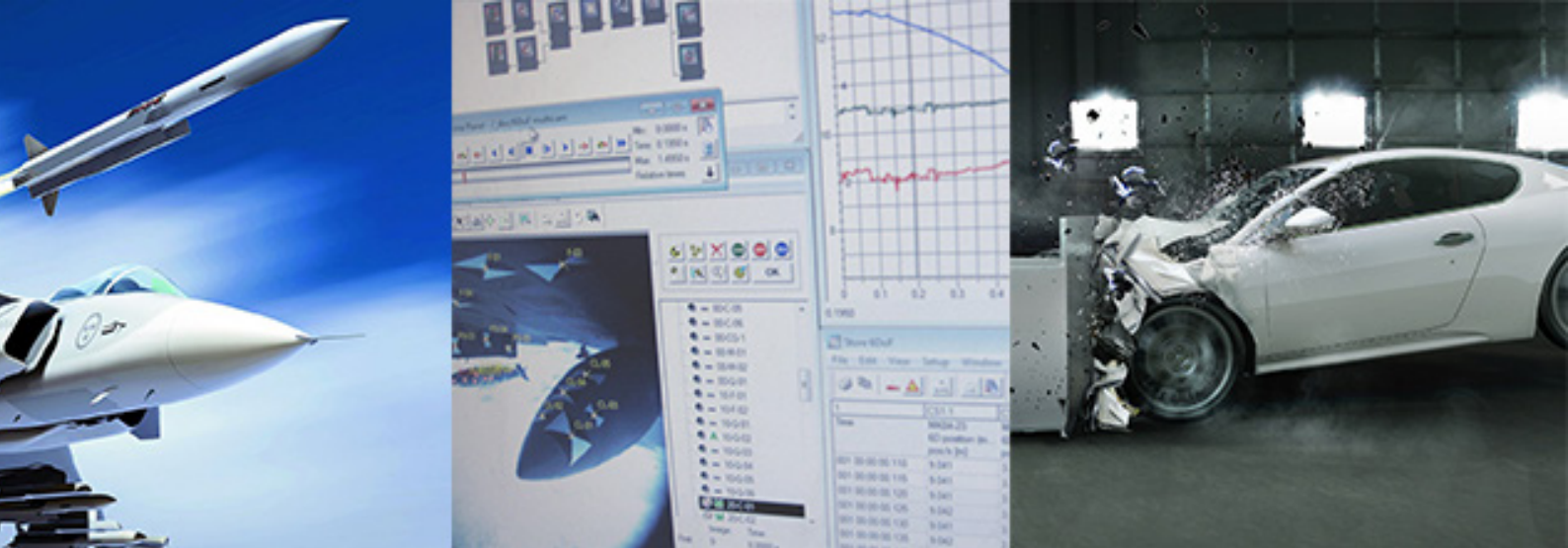
As we are developing both our product portfolio as well as our businesses, we are looking to find yet another sales driven and technical Application Engineer to join the team. As an application engineer in our team, you will work closely to product managers securing our products for future needs. You will also drive business by working actively in technical sales, either together with our global distributors or directly with end customers. The position offers good developing possibilities, a flexible working environment and the opportunity to be part of an energetic and creative community.

THE ROLE

As application engineer you will participate in a constant dialog carried out with our partners and end customers as well as internally in our organisation. You will meet and discuss with partners or end users to support our product managers to collect information of future needs.

You will maintain and develop strong business relations with selected customers and will also act on own initiative to create and close business opportunities.

You will provide technical support our customers and partners and provide guidance regarding the use of our products. The products are hardware and software systems used to measure and analyse images and the customers are partners and end users from different sectors and markets around the world.



As application engineer you will;

- Proactively drive technical sales
- Support the product managers by collecting requirements and carrying out pre-studies
- Help passing market requirements on to the internal developing resources
- Work actively with quality assurance and test of new product releases
- Produce technical and commercial documentation
- Help customers and partners with licenses, installation and education
- Act as technical support to our salesforce

Our working situation is dynamic, which requires a flexible mind-set, an ability to make quick decisions and wish to deliver results also in a stressful situation. You will be expected to deliver high-quality results both independently and as a team. The culture at Image Systems is informal and we strive to have a good communicative and including environment.

YOUR PROFILE

We are looking for a person that is curious to combine sales drive with technical skills, creativity and social skills in order to maintain and grow our business.

You have energy and passion for achievements and find motivation in solving difficult technical problems. You are a positive and confident communicator, who is able to influence other people. You like to interact with different people from different cultural backgrounds and mind-sets. You need to be self-going, commercially driven and good at structuring and prioritizing your own work.

We assume you have a degree in a technical field, such as mechanics or technique. Experience in sales of imaging technology or test & measurements are considered an advantage. You have good communication skills in both Swedish and English. Drivers license is required.

This position is preferably placed at our office in Linköping and will require some travelling.

APPLY TODAY

Welcome with your application before August 15th. This recruitment is done in cooperation with Paragera.

If you have any questions, you are welcome to contact

Åsa Callenfors at Paragera (asa.callenfors@paragera.se; 0706-10 12 57) or

Tomas Almgren at Image Systems (tomas.almgren@imagesystems.se; 013-20 01 57).