



SALES/APPLICATION ENGINEER, STRUCTURAL - RUSSIA

Summary of Position Responsibilities:

To generate sales revenue to meet or exceed established sales goals in software products, services, training and subscriptions. To develop and grow the business opportunities through his/her own efforts, with the Regional Engineer and those of associated Application Engineers and selected distribution partners.

Working Conditions:

Travel throughout the assigned territory is required up to 40-60% of the time.

Since each sales territory may span numerous countries and metropolitan areas, car and airplane travel with overnight lodging may be required.

When not at a customer site, work is in a pleasant office environment.

Reporting:

Reports to Regional Engineer for Europe

Responsibilities:

- Presents, as part of a sales team, benefit oriented, feature specific (for a specific prospect) demonstrations that promote Bentley's suite of software applications. May assist in closing the sales opportunity.
- Works with other sales team members in benchmarking, i.e. applying a customer's designs and technical requirements to demonstrate a good fit and improved time/performance with Bentley's software.
- Performs software product training activities for Clients and Bentley Resellers.
- Prepares timely responses to prospects.
- Develops and prepares for presale product demonstrations to sales prospects.
- Works with product development groups to refine product development plans based on user input.
- Provides technical support of structural products to client base
- Performs other related duties as assigned.

Requirements:

- Structural Engineering / Civil Engineering degree or equivalent experience is required.
- 5 years experience in Structural Engineering is required.
- An understanding of the Russian Engineering markets is required.
- Excellent written and oral communication as well as strong presentation skills.
- PC literacy with the appropriate MS Office software applications.
- Ability to learn and demonstrate the Bentley suite of software product line.
- Fluency in Russian and in English is essential.

Our organization is as good as the people who work here. We feel that an open and personal atmosphere is very important; we encourage initiative and feel that this should be rewarded. If you are interested, please send your resume and application letter in English to Jan-Willem Doreleijers at Jan-Willem.Doreleijers@bentley.com