



Regional Sales Engineer - Water Industry

Summary of Position Responsibilities:

The Water Product Sales Specialist will be responsible for selling the Bentley Water Products (Haestad Methods hydraulics and hydrological modeling software) via telephone, email marketing & on-line product demonstrations within specific geographic location/locations to our small & medium sized accounts. He/she will need to generate revenue by uncovering Water Products opportunities, taking full ownership of the total sales process. He/she will work as a member of the Bentley Regional Sales Organization covering that territory.

Major position responsibilities:

- Achieve quarterly and annual Water Products revenue targets.
- A PSS is responsible for a revenue target assigned to a defined product-line in a defined region / territory.
- Aim to uncover current and future business potential via telephone, email marketing & on-line product demonstrations, managing the full sales process, bringing the sale to close.
- Promote and pro-actively sell Bentley Water Products across all regional and potential new accounts.
- Build effective internal relations with departments and individuals to maximize the sales efforts and revenue potential of Regional Sales
- Increase and maintain detailed knowledge of Bentley Water Products
- Ensure timely and accurate sales administration
- Ensure weekly, timely and accurate opportunity/sales forecasting in the SAP system and mailed reports.
- Remain positive and professional in all dealings and communications with current and potential accounts.
- Perform miscellaneous job-related duties as assigned.

Requirements

Graduate level education, preferably Water or Environmental Engineering

High energy, enthusiastic & motivated individuals

Previous experience selling software in to organizations across the board is a must.

Experience selling in the Engineering / CAD/ IT Infrastructure market will be a distinct advantage.

Excellent networking and communication skills with a passion for hitting targets.

Fluent in Polish and in German

Fluent in English

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 Alexandra Pringere, at alexandra.pringere@bentley.com

Visit our web site;
www.bentley.com