



Technical Account Manager (f/m/d)

Location: Germany
Start date: Immediately

Our Company

OpenSynergy, an independently managed company as a subsidiary of Panasonic, is a leading vendor of embedded automotive software such as hypervisors and middleware, development tools, bluetooth stacks, and professional services for connected embedded devices. Our customers include the leading automotive OEMs and Tier-1s.

OpenSynergy is a development member of the AUTOSAR development partnership, member of the GENIVI Alliance, The Linux Foundation and Automotive Grade Linux (AGL). It participates in national and international research projects such as ARAMIS and EURO-MILS.

You will manage and coordinate, in conjunction with the Key Account Manager as well as Sales Management, the technical sale of the company products, services and solutions into the Automotive market in EMEA ensuring target sales achievement and total customer satisfaction. As well as identifying and developing new market expansion opportunities into multiple automotive accounts.

We will provide you with an attractive compensation including commission and additional benefits. You will have the opportunity to work in an open working environment of an international team with flat hierarchy.

Responsibilities Include

- Provide pre-sales and post-sales technical information and support to customers interested in and or planning to deploy embedded products using OpenSynergy products and services
- Offer technical, consultative, pre-sales support to Sales team including analysing customer design requirements, in offering feasibility scope assessments to customer requests, and other activities as required
- Manage customer's technical requirements – through support & engineering departments – from development phase to commercial release
- Manage the RFI/RFQ process to seek all necessary technical information internally on time and present the result to the customer in conjunction with the Key Account Manager
- Maintain on-going customer (technical staff) relations with active customers to encourage new development projects and appropriate updates/upgrades
- Support pre-sales software work for demos, benchmarking, high-level customer architecture design assistance and initial environment set-up
- Deliver technical presentations to customers, and represent OpenSynergy at regional trade shows and speaking engagements or in concert with our large customers
- Act as a liaison between customers and OpenSynergy's engineering & professional service departments
- Develop, and maintain a technical knowledge base of competitive intelligence where applicable, and may create sales tools to help present our product feature and benefits in the most competitive light
- Provide input to Marketing (incl. Product Marketing) and Sales on technical requirements to better ensure customer satisfaction.

Desired Skills and Experience

- University or college education with a degree or diploma in Computer Science, Electrical Engineering, or an equivalent program
- Sales support experience in technology software sales within the given region
- Proven software development, design and architecture experience with a focus on embedded system development, real-time programming, or similar low level programming with C, Assembly, or C++
- Strong communication skills including verbal, written, presentation and interpersonal (German & English – in addition French/Italian would be ideal)
- Experience in delivering technical sales solutions to OEMs/Tier-1s in the automotive market (incl. Infotainment, ADAS, DIC, AUTOSAR, etc.) or specific technical sales experience with a competing firm are deemed as assets in this role
- Technical experience in RTOS or Hypervisor technical solutions from providers such as Wind River System, Green Hills, Mentor Graphics or similar vendors would be deemed an asset
- Must be comfortable working in all technical sales media, including delivering presentations to customers from Project Development to Senior level
- High degree of motivation, commitment, flexibility and self-responsibility
- Frequent travel may be required.

We offer

- A medium-sized company with start-up flair, with a culture of short distances to each other and close cooperation, where everyone knows everyone
- An innovative, international and open work environment with long-term and diverse perspectives with flat hierarchies
- Semi-annual feedback culture and annual salary reviews
- Flexible distribution of working hours (trust-based flex time) and home office as well as 30 vacation days per year
- Fresh fruits and vegetables, club mate, fair trade coffee, organic milk and many different types of tea are freely available
- A large lounge area with a nice kicker
- Bike leasing possible for all employees from their first working day
- Regular sporting company events and team events
- Cooperation with the Urban Sports Club
- Bonus payment for referring new employees
- Sponsored German or English classes if needed.

You are welcome to deposit your complete application on our website:

<https://opensynergy.jobs.personio.de/>