



Location: Guyancourt - Yvelines (Hybrid)

Technical Sales Specialist - Software Defined Vehicle (H/F)

IAV is offering exciting opportunities to join dynamic teams with exposure to top-tier projects!

IAV Group is an engineering and technical consultancy servicing the global automotive industry with approximately 7,600 employees worldwide and more than 40 years of experience. As a recognized leader in the specification, design, development, validation and production launch of advanced vehicle and powertrain systems, IAV France deploys a leading team of technical experts, engineering tools and program processes from its French Headquarters in Guyancourt, Ile de France.

IAV is currently looking for an innovative and experienced **Technical Sales Consultant - Software Defined Vehicle** to join our dynamic team.

Why Join Us:

At IAV, you'll be part of a global leader in automotive engineering. We offer a dynamic work environment, opportunities for professional growth, and a culture that values innovation, collaboration, and diversity.

Essential Responsibilities & Activities:

As a Technical Sales Consultant, you will be responsible for maintaining strong relationships with technical customer's leads, bridging the gap between your technical departments and the customer's. This position will be part of the team that builds customer relationships, sales and marketing activities of IAV, backed with a global network of experts within IAV.

- Drive sales of the company's engineering products and services to both new and existing clients
- Leverage an existing network of industry contacts to generate new business
- Develop substantial relationships with technical leads on the client side by providing expert support, advise, and understanding of the company's offerings
- Work closely with the Account Management team to align sales strategies and fully utilize the company's resources
- Serve as a bridge between the technical departments and the Account Management team, ensuring effective communication and collaboration
- Initiate and supervise the formation of new technical teams based on customer demand and market expansion
- Deliver presentations and demonstrations that explain complex technical issues in simple terms for customers and potential clients
- Assist in the preparation of sales forecasts, keep track of sales records, and continuously monitor market trends
- Participate actively in organizational development and strategic planning
- Attend industry events, conferences, and meetings to maintain a strong presence and network within the automotive sector
- Other duties as assigned



Profile

- Bachelor's degree in engineering or a related field
- Minimum 5 years of proven experience as a Technical Sales Consultant or similar role in the automotive engineering sector
- Existing network of potential clients and industry contacts
- Robust foundational domain knowledge in Embedded Software, Mobile Online Services, E/E Architecture and HMI Development
- Eagerness to learn new technologies and expand domain knowledge
- Excellent verbal and written communication skills with a strong emphasis on creating and delivering presentations effectively
- Strong networking and relationship building skills
- Willingness to travel frequently for client meetings and industry events
- Creative thinker with a strong sense of market trends and consumer behavior
- Ability to travel domestic and international as needed

We offer you:

- An international and dynamic environment

You join an international group recognized in the industry for its innovative technological solutions in a stimulating environment. This gives you the opportunity to learn and develop throughout your career. On a daily basis, you evolve in a human-sized structure in France with a strong team spirit and cooperation, in which your ideas are always welcome.

- Home Office and flexible working hours

At IAV France, we offer you great flexibility in your organization. We believe that autonomy in defining your work schedule makes you more efficient while offering you an optimal balance between work and personal life. You spend three days a week in the office with the team. The rest of the time, when you are not on a customer appointment, you have the freedom to choose.

- A complete remuneration package: Fixed salary + Bonus + company car

Join us in driving the future of mobility!

Please send your application to the following address: careers.france@iav.de, specifying your salary claims.

Curious to exchange with us on the post? Contact us directly at +33 6 16 22 23 19.