

As Support for our Sales Team in Italy we want to recruit several

## (Senior) Application Engineers (m/f) Manufacturing - Italy

The position supports sales by providing deep technical expertise to help achieve our revenue goals. He/she collaborates closely with Stratasys sales team, resellers, and technical support resources in the region and in the headquarters, in order to identify opportunities, provide technical consulting, transfer technical knowledge to our partners, and ensure deals include solutions that accurately address customer needs, and are appropriately supported by key customer technical decision-makers, with special focus on the manufacturing market. Based in Italy this person will also provide support to the rest of our territories.

### Main Tasks:

- Collaborate with our partners and Strategic Account managers to identify opportunities, and advance and close sales, by using their technical expertise with a proactive approach
- As responsible of the application and solutions know-how of our channel partners, provide training and on-site coaching to channel partners in order to enhance their application knowledge, technical acumen, technical solutions sales skills, and selling against know-how, with special focus on Presales & Application Specialists
- Be the key technical knowledge resource to support our counterparts during the sales process through e-mail, phone, on-site visits
- Support events, conferences, and fairs

### Qualifications:

- Engineering degree in Mechanics, Manufacturing, Chemistry, Aerospace or similar
- Five or more years of experience in a technical or sales support role in the manufacturing industry
- Deep knowledge of manufacturing techniques, and manufacturing industry processes
- CAD design capabilities desired
- Excellent communication and interpersonal skills
- Fluent in English and Italian, more languages preferred

### You are interested?

Then please send your detailed application, including the indication of your salary expectations and the availability to our e-mail: [career.emea@stratasys.com](mailto:career.emea@stratasys.com). We look forward to receiving your application!



Stratasys Ltd., the innovation leader in 3D printing systems for rapid prototyping and additive manufacturing. Our systems are in use by world leaders in many industries, such as education, medical and dental, electronics, automotive, toys, consumer goods and footwear industries worldwide. We, Stratasys GmbH headquartered in Rheinmünster (Germany), are the European Distribution and Service Center for Europe, Middle East and Africa (EMEA).

### Your contact:

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