

As Support for our Sales Team located in UK (Home Office) we want to recruit an

## Senior Application Support Manager (m/f) UK

The Senior Applications Support Manager will support in the field, the Channel and Stratasys Sales Executives in the sales process where applications and materials are a critical part of securing a sale. In addition, working with the Stratasys Equipment and Material teams, the person will help educate Channel Partners on applications and technical solutions to increase sales effectiveness. Finally the role will involve the support of field testing of new products, attendance at shows, gathering of competitive information and international travel within the territory.

### Main Tasks:

- Support Channel Partners and Stratasys Technical Sales Support
- Delivering Trainings, webinars and coaching of Channel Partner teams and support on sales calls were required.
- this role will be a reference point for expert technical knowledge on a local level
- Introduction of new products and lead in disseminating the technical information locally
- Working with the Strategic Account Sales manager for the region, in order to develop the targeted strategic accounts, primarily manufacturing orientated

### Qualifications:

- Engineering qualification or clear evidence of very high level of engineering skills
- Considerable technical knowledge of the 3D and additive manufacturing solutions
- Experience in working directly with customers and Channel partners in a similar role and industry
- Pre-sales support experience in a similar role and industry
- Track record and enthusiasm in technical problem solving
- Strong desire to increase technical knowledge combined with the ability to communicate this knowledge
- Fluent in English

### What we can offer additionally:

- |                            |                             |                        |                       |
|----------------------------|-----------------------------|------------------------|-----------------------|
| • diversified work         | • Perspective & Developing  | • Employee benefits    | • Friendly colleagues |
| • strongly growing company | • Intensive induction phase | • Possibility to shape | • Fun at work         |

### 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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