



Sales Engineer

Germany, Austria, Switzerland, Southeastern Europe e.g. Italy

We are currently looking for a Sales Engineer for our front-end software in the German speaking area (Germany, Austria, German Switzerland) as well as adjacent markets in the South and East.

Ucamco is the market leader in **PCB CAM and Pre-CAM Software**. We have more than 35 years continuous experience in leading-edge front-end tooling software solutions for the global PCB industry, with local support in every major market.

We help printed circuit board fabricators and printed circuit boards brokers world-wide raise yields, increase factory productivity, and cut enterprise risks and costs. Our customers include the leading PCB fabricators globally. Many have been with us for more than 30 years. Major optical inspection (AOI), direct imaging and electrical test equipment vendors use Ucamco software as front-end to their systems.

Key to this success has been our uncompromising pursuit of engineering excellence. Our product goals have always been and still are best-in-class performance, long-term reliability, and continuous development to keep each user at the cutting-edge of his chosen technology.

Ucamco is the developer and owner of the Gerber Format, a backbone and the standard of the electronics manufacturing industry.

Responsibilities:

- Selling software solutions to customers
- Selling support contracts and upgrades to our customers
- Developing and implementing a customer acquisition plan for the right target customers
- Organizing and taking part in roadshows, seminars and exhibitions
- Good follow-up of current customers and sales, in team with application engineers and R&D
- Working with the Ucamco team contributing insights into the marketing plan
- Reporting to Ucamco's Sales Director

Requirements:

- Fluent in German, with good knowledge of English; other languages are a plus
- Frequent traveling to prospects and customers – live contact is important
- A feeling for technical software
- Motivated to succeed as a solution seller
- Strong empathy for the customer
- Self-starter, able to work independently, organized
- Honest, trustworthy, dependable, credible
- Sales and technical expertise in printed circuit board industry is a big plus
- Knowledge of the market and the customer base in the German speaking area is a big plus

Ucamco nv

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- Used to working from home office
- Travel to Headquarter in Gent (Belgium) for sales and customer meetings
- Having a good feeling for software is more important than strong sales experience

Ucamco offers:

- Salary based position
- Commission plan
- Company car
- Reimbursement expenses related to conducting Ucamco business
- Fringe benefits such as health insurance