

Sales Engineer at CAEmate

Are you a sales professional able to translate technical information into relatable value propositions? Do sustainability, safety, and innovation trigger your interest? If yes, we have an exciting opportunity for you at CAEmate!

About CAEmate

CAEmate is an Engineering Software company developing disruptive technologies for Monitoring and Predictive Maintenance of Infrastructures (bridges, viaducts, tunnels, slopes, buildings, wind towers). Our mission is to digitalize infrastructure while making it safer and smarter. We strive for safety, sustainability and innovation, and we are committed to fostering an engaging, innovative work environment.

Role Description

As our Sales Engineer, you will provide technical support for sales activities to drive revenue growth, participate in technical meetings and conferences, in Italy and abroad, held online or in person.

Key Responsibilities

- Proactively providing technical support for sales activities to boost revenue.
- Understand and cater to customer technical needs and effectively illustrate the technical advantages of our product.
- Participate in frequent technical meetings and conferences, both in Italy and abroad, held online or in person.
- Foster and maintain strong professional relationships with clients and stakeholders.
- Evaluating our sales performance and recommending improvements.

Your Profile

- Bachelor's or Master's degree in a technical field, preferably Civil Engineering.
- 3 or more years of professional experience, ideally including sales activities.
- Strong interpersonal and communication skills.

CAEmate S.r.l.

Via Alessandria Nr. 15
39100 Bolzano (BZ), Italy
info@caemate.com
www.caemate.com



- Ability to work independently and meet aggressive sales targets.
- Knowledgeable about our product or the ability to understand it quickly.
- Excited about frequent mobility within Italy.
- Excellent command of written and spoken Italian.

Our Offer

- Young, dynamic team of engineers and developers
- Modern office within the NOI TechPark innovation campus
- Flat hierarchies with short communication channels and quick decisions
- Fulfilling, broad and varied field of tasks
- High-quality training and constructive feedback culture
- Latest high-tech gear for best performance and efficiency
- Immediately available full-time position with on-site approach
- Attractive compensation: 40k – 70k €/year depending on experience and skills
- Financial incentives: 20k - 30k based on jointly defined KPIs

Join Us

If you are ready to take the next step in your career by joining a team dedicated to safety, sustainability, and innovation, don't hesitate! Apply and start your journey with CAEmate today to make the infrastructure field safer and smarter.

CAEmate is proud to be an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Apply today and help us shape the future of the civil engineering industry!

- Through our website: <https://caemate.com/careers>
- Via e-mail: info@caemate.com
- Via LinkedIn: <https://www.linkedin.com/company/caemate>

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Via Alessandria Nr. 15
39100 Bolzano (BZ), Italia
P.Iva: 02957860212

Home-page: www.caemate.com

E-Mail: info@caemate.com

Office: +39 0471 1726937

Phone: +39 3349978511