



Job Specification

verum°

Technical Account Manager

Verum exists at the cutting edge of software engineering technology. Our revolutionary software design automation product, the ASD:Suite, is dramatically improving the speed, quality and efficiency with which our customers are able to build complex software systems. Interest in and demand for the ASD:Suite is growing rapidly and therefore we need to expand our sales and support team with a Technical Account Manager.

This is a role for individuals who want to work in a young, dynamic, high-tech company, introducing an exciting new product to an unsuspecting world. It is a role for the out-of-the-box thinker, for the never-say-die doer, the visionary, the evangelist, for individuals who want to do something different that will change the way that embedded software is developed forever.

The job requires you to be able to catalyze and manage the adoption and deployment of the ASD:Suite at Verum's customers. This is a varied and challenging task that requires you to understand and deal with the change management issues that are associated with introducing a new technology into an established software development organization. You will need to understand each customer's specific circumstances and work with them to deploy the ASD:Suite to maximum effect, thereby ensuring that they get a rapid and considerable return on their investment in the ASD:Suite. The customer's success is your success!

In practice you will focus on deploying Verum's resources to best effect to support adoption and deployment at a range of customers. You will be charged with identifying new opportunities for the ASD:Suite within the customers' organization and with steering the customer towards the expansive use of the ASD:Suite. In addition you will be required to develop supporting material, such as adoption and deployment guides and "best practice" documents, etc. You will also be expected to write up reference cases in an exemplary way and present results at industry forums.

The job is demanding, but exciting; it requires dedication, intelligence and a subtle touch. But it is also extremely rewarding, being part of a team that is on a mission, that is going places, which believes that it can change the world, albeit in a small but significant way.

Practical Matters

Successful candidates will be based in Verum's office in Waalre, close to Eindhoven's High Tech Campus. Currently most of Verum's customers are within 200Km of Eindhoven, however Verum's customer base is growing internationally and currently includes companies in Germany, India and the USA. Therefore candidates should expect to travel both locally and on occasion, internationally.

Desired Skills & Experience

We are looking for communicative, presentable and naturally credible candidates, people with past experience in embedded/technical software development and the ability to convey that experience to customers. A background in consultancy or change management would be a plus point. We are looking for candidates with character, positively minded people who are confident of themselves and who can justify their confidence to us.

We're not looking for perfect candidates, people who tick all our boxes. But we are looking for the right candidates, individuals whom we feel can assure our customers success.

Company Description

Verum's ASD:Suite is a unique, general purpose, software design automation platform. Incorporating fully automated mathematical verification technology, it enables software engineers to build better, more complex software while delivering a net 30%-50% improvement in productivity and a corresponding decrease in time to market.

How to apply

Send us an up-to-date résumé and your motivation for applying in English to: recruitment@verum.com.

Contact

To get more information about this position, feel free to call +31 (0) 40 2359090.