

ATIS systems is an independent, privately-owned company of long tradition. We are headquartered in Bad Homburg, near Frankfurt am Main, Germany, and for many years we have been working in the telecommunications sector, specializing in the fields of recording and analysis technology. A key technology partner for network providers, network equipment providers and law enforcement agencies, we are exceedingly well-placed in the market.

As our business is growing steadily, for our team we are recruiting a

Pre-Sales Engineer (m/f/d)

- ☑ Sales support for our Key Account Managers
- ☑ Varied activities in an innovative midsize company, working at the interface between sales and customer requirements
- ☑ Good order situation, safe job and exciting development perspective
- ☑ Headquartered in Bad Homburg, ca. 15% of the time spent on business trips to customers (worldwide)

After a thorough introduction to ATIS's recording and investigation technology, we would like to give you this challenging new task:

You understand our customers' requirements of our technology which you will present quickly and in a commercially understandable form as the technical part of the sales pitches made by our Key Account Managers. Due to your profound technical know-how and your knowledge of the available ATIS solutions, during the pre-sales phase you will be working alongside the sales team at the most important interface with our customers. In particular, this means: You will use various methods to precisely identify the customer's requirements, quickly communicate possible alternatives that present themselves with regard to technical or economic aspects and, finally, along with the Key Account Manager you are responsible for making your customer the offer that is most attractive to all parties. Naturally, you will support the sales team during the whole offer phase e.g. by providing documentation and demonstrations and by answering all technical questions – until the complete project hand-over of the acquired order to the responsible project manager. Additionally, you will represent ATIS systems at trade fairs and conferences and by keeping your eyes on the competition you will make sure that our technology always remains state of the art.

Your qualifications - extensive know-how and hands-on experience:

- ☑ A completed degree with a focus on computer science/telecommunications or a similar education, e.g. IT specialist in the field of system integration
- ☑ Experience working with client-server architectures and key components such as operating systems, databases and storage devices
- ☑ At least 2 years of professional experience (ideally in project-oriented pre-sales or sales support for system integration or telecommunications/network solutions)
- ☑ Basic understanding of the functionality and topology of telephony and IP networks
- ☑ Strong communication skills and a talent for presenting even complex connections in a clear and concise way

Also, if you like working in a multi-cultural environment, have a very good command of English and ideally another language, and if you can assert and position yourself at your various interfaces and keep a cool head even in critical situations, you should apply right away.

The benefits we offer - attractive and full of perspective:

What we offer:

- ☑ A modern and safe job in a midsize company of long tradition.
- ☑ A close team whose members work as a well-established unit.
- ☑ A challenging and interesting position with a lot of personal responsibility.
- ☑ Interesting options of continuing professional education.
- ☑ Flexible working hours, flat organization and a pleasant work climate.
- ☑ A long-term personal perspective with an attractive, performance-based salary.

Look ahead with us and send us your application (incl. your salary expectation and availability) via:

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Human Resources
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