

## Technical Sales Support – AUVESY

Position: Technical Sales Support – AUVESY

Location: Shanghai, China

Starting date: as early as possible



### Driving industry 4.0 production at leading organizations with Auvesy's Versiondog!

AUVESY (AUtomated VErSioning SYStems) is the software producer behind Versiondog, the world's leading version control & data management system for automated production. The company has grown steadily since it was founded in 2007 and it continues to go from strength to strength. AUVESY has implemented over 1000 projects in more than 40 countries. Among its customers is an impressive number of well-known international corporations.

The product Versiondog is the complete software solution for robust version control & data management in automated production. It creates order wherever project data is periodically changed and needs to be made available from a central source. Versiondog acts as a keen-eyed watchdog for every bit of your data. Not even the tiniest movement escapes him! This true Industry 4.0 solution provides significant efficiency gains in software version management and protection from risky down times due to data corruption, cyber-attacks or human error. AUVESY offers Versiondog software, implementation service, user trainings and after sales support.

#### Your tasks:

- Sales support for existing and new customers in Vietnam with focus on automation clients
- Collect market requirements and exchange with AUVESY headquarter
- Support in Business Development of the Vietnamese market: marketing activities (conferences), evaluation of cooperation (industry channel partners, smart factory showcase)
- Conduct Versiondog user trainings and installation of software supported by AUVESY experts.
- Provide first level support to clients.

#### Your profile:

- Degree in Electrical Engineering or Automation (BSc. level), or similar practical experiences.
- Knowledge of diverse electric equipment, its software programs and interfaces (PLCs, robots, motors, sensors, etc.); ability to do software data backup of most common equipment (SIMATIC Siemens, ABB, Schneider Electronics, Rockwell, etc.)
- Understanding of factory automation and factory data management, continuous process improvements
- Practical experience in industrial factory environment.
- Personality: self-driven individual, hands-on attitude, enjoys continuous learning in an innovative environment, Team-player, takes ownership and responsibility for customer projects and business development
- Fluent English skills
- Willingness to travel intensively within China (and sometimes abroad)

#### What we offer:

- Working with industry leading organizations (automotive OEMs, electronics, pharma/chemical, food & beverage, etc.) and shaping the way they work
- Being at the forefront of digital transformation with a true Industry 4.0 / smart factory / IIoT solution
- Building up a business in a rapidly growing “blue ocean” market in a medium-early stage (first customer base in Chinese market and incoming leads already existing)
- Personal development through trainings by Auvesy in China and Germany

We are looking forward to receiving your application!

Best regards,