



Job position: Marketing Manager / Salesperson at TOffeeAM.

TOffeeAM is a London based engineering company that specialises in producing design software for industrial applications.

The recent extensive introduction of Additive Manufacturing (AM) in industrial production chains has enabled the possibility of creating more complex and efficient components for aircraft, cars and energy plants. However, the potential of AM is not fully exploited yet, as this technique is still largely used on old and relatively inefficient designs and, consequently, new opportunities are missed.

At TOffeeAM, we have developed a solution to overcome this problem. Our software automizes the design process of heat exchangers, pipes, valves, mixers and nozzles. The software comes out with innovative and efficient designs to be integrated in the production of new and efficient mechanical components.

We are currently looking to fill a job position for **Marketing and Sales**. The candidate should have:

- Knowledge and experience in SEO
- Excellent verbal and written communication skills
- Strong interpersonal, Influencing and negotiation skills
- Understanding of the sales process
- Organisational ability and working knowledge of Microsoft Office applications like Word, Excel and Outlook

Technical knowledge in aeronautical and/or mechanical engineering or previous industrial experience are highly appreciated.

TOffeeAM main activities consist in licensing software and working on specific test cases for customers. The successful candidate will join our team. The job position will require you to

- Generate and pursue sales leads
- Acquire new customers
- Improve and maintain the SEO
- Improve awareness and web traffic
- Meet or exceed planned sales targets
- Give sales presentations to a range of potential clients
- Coordinate sales efforts with the marketing team
- Understand and promote company programs
- Visit clients and potential clients to evaluate needs and promote products and services
- Maintain client records and information
- Answer questions about credit terms, products, pricing and availability

The salary is competitive. We are already accepting applications for a potential start in Oct/Nov 2020.

If you are willing to join our team, please apply by sending your cv and a cover letter at f.montomoli@toffeam.co.uk