

Position Title: **BIM Technical Sales Manager**

Company Overview:

BimOffis is a leading provider of Building Information Modeling (BIM) solutions, dedicated to revolutionizing the construction industry through innovative technologies and services. We specialize in empowering architects, engineers, and construction professionals with cutting-edge BIM software and support to streamline project workflows, enhance collaboration, and drive efficiency.

Position Overview:

We're on the lookout for a dynamic **BIM Technical Sales Manager** to join our team. The ideal candidate will possess a distinctive blend of technical knowledge in MEP (Mechanical, Electrical, Plumbing) or Architecture, Civil engineering - BIM solutions coupled with exceptional sales proficiency. This role will be instrumental in propelling business growth by effectively articulating the value proposition of our BIM offerings to potential clients, providing technical guidance, and nurturing enduring partnerships.

Key Responsibilities:

Sales Leadership:

- Develop and implement strategic sales plans to achieve revenue targets and expand market presence.
- Identify and pursue new business opportunities within the construction industry, including architects, engineers, contractors, and developers.
- Cultivate strong relationships with key stakeholders and decision-makers to grasp their requirements and position our BIM solutions strategically.

Technical Expertise:

- Serve as a subject matter expert on MEP or Architecture, Civil engineering BIM technologies, including Autodesk Revit, Navisworks, and other relevant platforms.
- Provide pre-sales technical support, including product demonstrations, presentations, and consultations to showcase the capabilities and benefits of our solutions.
- Collaborate with the production team to stay updated on the latest features, enhancements, and industry trends.

Customer Engagement:

- Lead engaging discussions with clients to understand their project requirements, challenges, and objectives.
- Propose tailored solutions and insights to address client needs, leveraging our BIM software and services.
- Deliver exceptional customer service and support throughout the sales cycle, ensuring a seamless transition from prospecting to implementation.

Team Collaboration:

- Work closely with the sales team to align technical capabilities with customer demands and sales strategies.
- Provide training and guidance to sales representatives on BIM technology and best practices to augment their efficacy in client interactions.
- Foster a culture of ongoing learning and innovation within the sales unit to stay ahead of industry advancements.

Qualifications:

- Bachelor's degree in Mechanical, Electrical Engineering, Construction Management, Architecture, Civil engineering or a related field. A Master's degree is advantageous.
- Demonstrated track record of success in technical sales or business development within the AEC (Architecture, Engineering, Construction) industry, with a specialization in BIM solutions.
- Thorough comprehension of BIM principles, workflows, and software applications, such as Autodesk Revit, Navisworks, and BIM 360.
- Exceptional communication and presentation skills, with the ability to convey intricate technical concepts to diverse audiences.
- Strategic thinker with a results-driven mindset and a commitment to driving customer triumph.

Join our team and be part of a dynamic organization at the forefront of BIM innovation, empowering the construction sector to operate smarter and more effectively.

Apply now to seize the opportunity to become our BIM Technical Sales Manager and contribute to shaping the future of construction technology.