



# TECHNICAL ACCOUNT MANAGER

A fantastic opportunity has become available for an experienced Technical Account Manager to join our business at WorldsView based at our offices in Woodmead, Sandton.

## ABOUT WORLDSVIEW

WorldsView turned 21 in the year 2020. We represent global leaders such as **Autodesk**, **Esri**, and **Topcon**. WorldsView wants to be the preferred distribution choice for global technology brands in the make-build arena looking for access to African markets, and for African resellers looking for access to exciting, profitable business opportunities. We are passionate about building the future of Africa.

## EDUCATION AND EXPERIENCE



- 5 TO 7 YEARS EXPERIENCE IN THE SURVEY/CONSTRUCTION INDUSTRY.
- 5 TO 7 YEARS EXPERIENCE USING AUTODESK PRODUCTS INCL AUTOCAD AND REVIT TOGETHER WITH BIM FOR WORKFLOWS BETWEEN AUTODESK AND TOPCON SOLUTIONS.
- 2 OR MORE YEARS OF EXPERIENCE TEACHING END-USERS IN A SIMILAR INDUSTRY WOULD BE AN ADVANTAGE.
- STRONG TECHNICAL UNDERSTANDING OF ENGINEERING PROCESSES AND WORKFLOWS.



- RELEVANT TERTIARY QUALIFICATION (PREFERABLY SURVEYING, CIVIL ENGINEERING, ARCHITECTURE, MECHANICAL ENGINEERING).

## SKILLS

- DEMONSTRATE AN ABILITY TO RAPIDLY DEVELOP YOUR PRODUCT KNOWLEDGE.
- EXCELLENT VERBAL AND WRITTEN COMMUNICATION SKILLS IN ENGLISH.
- ABLE TO TRAVEL.
- GOOD PRESENTATION AND TRAINING SKILLS.
- CUSTOMER SOLUTION-FOCUSED.
- A STRONG RELATIONSHIP BUILDER.
- ANALYTICAL PROBLEM SOLVER.

## WHAT'S IN IT FOR YOU?

- Competitive Benefits Package.
- Amazing opportunities for career progression.
- Remote working opportunity.
- Work-life balance.
- An opportunity to learn about our diverse environment and our African footprint.

## KEY PERFORMANCE AREAS

### CONTENT CREATION

Create content that supports your segment message - webinars and short-or-long-form articles. Promote your webinar or articles through your own social media platform.

### PARTNER RELATIONSHIP MANAGEMENT

You will be assigned a set of partners to find or to manage. We need channel capacity and capability aligned to market opportunity, and we need partner performance managed to vendor and own standards.

### SALES STAGE MANAGEMENT

Each quarter, work on a rolling 4-quarter pipeline. According to your role in sales stage management, allocate your and your teams' time to complete the right work for each sales stage in a set of opportunities.

### PIPELINE BUILDING - SEGMENT LED (MARKETING & SALES)

In your segment, you will have two targets each quarter relating to (1) the generation of Marketing-led, workflow-based multi-brand field promotion leads and (2) the generation of Sales-led field promotion leads in your segment.

### SELF-MANAGEMENT AND CENTRE OF EXCELLENCE

Take responsibility for an agreed company-wide, region-wide or function-wide area of interest. This could be membership of a Vendor Relationship team, Partner Relationship team, KSA team, or another area of strategic importance to WorldsView.

## TO BE PART OF WORLDSVIEW

Please send your CV through to Pam Gumede at [pam.gumede@worldsview.com](mailto:pam.gumede@worldsview.com)