



**AFMG® Technologies GmbH** develops measurement and simulation software for pro-audio and room acoustics applications for more than three decades. Many of our products brought and bring groundbreaking innovations to the industry. This fact, together with the success of our first and now famous simulation software EASE®, has contributed to AFMG's long-standing position as a market leader and deep-tech innovator.

Our software is used by tens of thousands of professionals around the world. Their wide acceptance by acoustic consultants, sound engineers and sound system manufacturers is based on the accuracy of the results they provide.

Along with our distributors we market our unique solutions globally. We constantly strive to actively contribute to better sound and acoustics while being a reliable partner for all our customers.

We are looking for an open and positive personality with a background in professional audio/acoustics and a strong interest to engage in B2B sales and service.

***Want to empower customers to apply the latest innovations in their design projects?  
>> Join us in bringing forward the next generation of acoustic simulation software!***

As **Sales Engineer Audio & Acoustics (d/f/m)**, you are part of our **Customer Success Team**. You assist our customers in acquiring our software products and making full use of them according to their needs. As an industry specialist you support us to develop demand-driven software and service solutions for professional designs, installations, and performances.

#### **Your tasks and responsibilities include**

- Be the first point of contact for our customers and maintain a long-term relationship with them
- Guide customers in finding the right product for their needs and help them with technical questions
- Present our software products at webinars, tradeshow and other relevant events
- Create technical texts for our audience, e.g., for company website, social media, newsletters
- Monitor and analyze communication channels and identify relevant aspects and trends
- Collect and forward customer feedback directly to our development team
- Contribute to the implementation of data-driven targeted marketing and sales strategies

#### **What you need to succeed**

- Background in professional sound system design and/or architectural acoustics
- A high level of competence in dealing with customers from different companies, project types, and geographical regions
- Ability to understand our customers' perspective and identify their needs
- Familiarity with CRM tools and project management
- Creative mindset and ability to think outside the box
- Hands-on mentality and Social Media affinity
- Enjoy to work in agile teams and will be to take on project responsibility
- Excellent written and verbal communication skills
- Fluency in English (C1), both written and spoken
- Good German language skills (B1) for internal communication

### **Why AFMG?**

There are a variety of benefits that make AFMG a great place to work!

- Self-responsible, tightly-knit teams with agile processes
- Respectful, open and error-tolerant work culture
- Flat hierarchies and short decision-making processes
- Kind and competent teammates
- Addressing a comparatively small and friendly high-tech market
- Flexible working hours and part-time options
- 30 days of paid vacation
- Remote working possibility with one office day per week
- Annual personal development budget for conferences, courses, books, career coach, etc.
- Regular company and team events
- A spacious office in Berlin-Pankow with coffee machines, free drinks and snacks

***Interested in becoming part of a focused team that is breaking new grounds?***

***>> If you want to make a difference, now is the time to join us!***

Send your letter of application, your CV and references via our [contact form](#) - we look forward to hearing from you!