



## International Sales Manager

### About Data Design System

Over the past 25 years we have gained a solid position as one of Europe's leading developers and suppliers of CAD drawing and project documentation solutions to the construction industry. Based in Klepp, a substantial proportion of the revenue of the company is generated from exports. The company has subsidiaries in Germany and Austria, while DDS is also represented by distributors in several other countries.

Model-based design, engineering „intelligence“ and cost-effective solutions characterize the company's products. The highly qualified personnel at DDS - 65 in all, with multidisciplinary expertise - have created a pleasant and challenging work environment. The company's pioneering concepts and products lead the world, particularly in the use of buildingSMART and Building Information Modelling (BIM) technology.

Data Design System is expanding and requires additional skilled employees to join the parent company on a permanent basis.

## Job Opportunity: International Sales Manager

We are looking for a talented, energetic and capable person who is looking for a stimulating challenge. DDS is a world leader in the use of BIM (Building Information Modelling) for the planning, development and calculation of MEP – Mechanical, Electrical and Plumbing – projects for buildings. The company works closely with leading industry associations around the world, and there can be few more challenging and exciting tasks for an HVAC engineer. The successful candidate will be participating in helping the construction industry realise the concept of BIM and improve the process of design, and construction management.

The International Sales Manager will be responsible for establishing and managing a worldwide channel of dealers and distributors. It is important that this person will also be able to present concepts and solutions that create confidence in people with a professional background in MEP. Our ideal candidate is therefore a person who also has a background in the technical installation profession. In addition to fluent English both written and oral, it will be a great advantage to be able to communicate effectively in German.

Relevant work experience and the right type of person is more important than formal qualifications.

### Typical tasks:

- Establish and support of the contact network
- Evaluate and establish distributors
- Help new distributors to get started
- Introductory sales to pilot customers in new markets
- Present concepts with a visionary empathy
- Assistance in product localization
- Follow-up marketing and sales activities
- Communicate wishes/demands and needs for product improvements

We can offer interesting and rewarding work, flexible working hours etc. in an exciting, pleasant and challenging environment. However, considerable travelling must be expected.

A part of the team that manages and supports the international expansion of DDS is located in Ascheberg (Germany). Whether Ascheberg or Klepp (Norway) is most appropriate as the main base (working place), will be clarified with the appropriate candidate. If this position interests you, please contact Bjørn K Stangeland (+47 90158887, [bks@dds.no](mailto:bks@dds.no)) or Nils Kverneland (+49 1716516229, [nk@dds-cad.com](mailto:nk@dds-cad.com)) as soon as possible. Applications preferably by e-mail, in English or German language.