



APPLICATIONS ENGINEER - SOLIDWORKS Data Management

Job Description

Our mission is to serve our customers and experience the fulfillment of fueling their success. At GSC, we are passionate about people. We like to inspire and educate companies on how to leverage 3D engineering technologies to advance manufacturing, drive innovation, and fuel new product development. We get excited about problem solving and providing solutions that will enhance our customers' design process. We partner with our customers and are a true extension of their team.

GENERAL PURPOSE

The Applications Engineer delivers comprehensive pre-sales support for GSC's customers specializing in Data Management and Process. This position will work closely with customers through business development and marketing to architect solutions for customers, showcase the tools and process to increase efficiency and productivity, and to lend technical guidance to customers.

This position may be based out of any GSC location. There is also a Central Region (WI, MN, IA, IL, MI, IN, OH) Remote Work Option.

Nothing in this position description restricts management's right to assign or re-assign duties and responsibilities to this job at any time.

MAIN DUTIES AND RESPONSIBILITIES

- Specializes in understanding and articulating the SOLIDWORKS PDM and 3DEXperience roles and apps providing recommendations for the best solutions to meet GSC's customer needs
- Highly knowledgeable and certified in SOLIDWORKS applications as directed by manager
- Works with the Marketing and Business Development teams to support pre-sales efforts
- Develops custom GSC collateral and curriculum with a regular cadence for use in pre-sales capacity
- Partners with Marketing to create and maintain buyers' journeys, nurture campaigns, and see-think-do material
- Provides technical training and consulting to customers
- Delivers Webinars and Power Hours
- Works with the Application Engineering team to determine project assignments, report project status, and collaborate on problem solving
- Attends yearly update training and What's New sessions to ensure technical knowledge is kept current
- Attends company events and technical user group meetings that may include travel and evenings hours

DESIRED SKILLS & ABILITIES

- Prior technical support experience in a software related field
- Understanding of engineering processes and terms
- Mechanical design experience desired
- Manufacturing systems experience desired
- Outstanding presentation skills
- Customer focused approach
- Advanced understanding of computer networking and hardware
- Ability to self-determine priority when needed
- Skilled at problem solving, basic project management, basic negotiation, and effective written/oral communication
- Able to travel locally and in the region, some overnight travel may be involved

QUALIFICATIONS

- 2+ years in Mechanical Engineering/Design or a related engineering field preferred
- 2+ Computer Science/Data Processing degree or related field preferred
- 2+ years of professional PDM experience highly preferred



GSC is an Equal Opportunity Employer