

Business Development Position (Cambridge, MA, USA)

ASCOMP Switzerland develops and commercializes an innovative Computational *Multi-Fluid Dynamics (CMFD)* software called TransAT for conventional and emerging high-technology sectors. TransAT has been tailored for industrial applications as broad as oil and gas; nuclear energy systems; environmental engineering; process engineering; microfluidics. ASCOMP provides consultancy in these areas as well, and participates to international research projects in Europe and USA.

The company seeks talented and motivated young people to initiate and sustain its growth in USA and Canada. We offer a Business Development position in the broad area of computational fluid dynamics in Cambridge MA, USA.

The candidate will establish and drive a sustainable business strategy for ASCOMP in North America, based on the thrusts of the software TransAT and its development team, namely multiphase flow science and technology. The candidate will drive engagement with industry partners in one of the two business segments: oil & gas and nuclear energy. He/she will plan, coordinate and oversee contacts with potential clients; mentor and develop relationships; and establish strategic multi-disciplinary multi-party collaborations. The main objective is to introduce the technology to large oil & gas and nuclear energy corporations. Ultimately the candidate will build his own sales and marketing team to seek new opportunities for growth.

Requirements include:

- Effective communication skills to support customers.
- Experience and track records in one of the aforementioned areas;
- Experience in leading multi-disciplinary research team with proven ability to build teams and motivate staff;
- Wide exposure and experience in diverse CAE domains;
- Experience in engaging industry and managing relationships with partners.

Highly motivated candidates holding a university degree in applied mathematics, computational sciences, mechanical, aerospace, chemical, process, nuclear or civil engineering, or in a similar field, and have gathered experience in CAE as part of their education or previous employment are welcome to send their application by email to info@ascomp.ch. But since the position requires specific abilities to build and sustain business and marketing, it definitely requires post-education records in project management, business administration or a similar field, or a proven track record in previous employment.