



**DAVID**  
s y s t e m s

Do you want to take part in the digital transformation of the media industry? Are you interested in promoting professional software and services that enable our radio clients worldwide to be highly successful? To strengthen our **Customer eXperience Group (CXG)** at our **Munich headquarters** or at our **Berlin office** we are looking for a

## Solution Manager / PreSales Consultant (m/f)

As a member of our Customer eXperience Group, you contribute to long term and exceptional customer relationships by delivering superior quality results on time and within scope. You appreciate being part of a team striving to constantly enable the value of our software and services dedicated to the success of the radio industry.

### Your tasks include but are not limited to:

- Generate customer commitment on a proposed solution or customer satisfaction from the delivery of a solution
- Engage with existing and potential customers to understand their needs, and to identify potential solutions
- Support sales activities with product and solution presentations, customer workshops etc.
- Drive solution development, potentially from beginning to end, concept to delivery
- Advise customers for life cycle management
- Generate Bills of Material, Statements of Work, and other needed documentation to support sales processes
- Perform on-site work, including installation and configuration of software
- Represent the company at industry trade shows (regional and international)

### Your profile:

- Self-motivated, client-focused and team player are a must
- Strong affinity for problem solving and workflow design
- Solid experience of working in English - similar ability with German or French is a plus
- Willingness to travel (e.g. for customer projects and trade shows)
- Experience with Production Software in Media or Audio is a plus
- University degree in IT, technically focused media studies, or other equivalent education or work experience
- Passion for radio is appreciated

You will join a dynamic company with highly motivated teams operating within a flat organization, offering flexible working hours and exciting projects with well-known clients worldwide. We are located in the heart of Munich and Berlin at modern business locations, well connected to public transportation. If you are looking for a personal challenge in the booming field of audio and digital media, please send your application with salary expectations and potential start date to Rosemarie Mohr: [join@davidsystems.com](mailto:join@davidsystems.com)