

Job Posting: 190954 - Position: Sales Co-op

Co-op Work Term Posted:	2020 - Fall
App Deadline	09/11/2020 10:00 AM
Application Method:	Employer Email
Posting Goes Live:	09/03/2020 03:23 PM
Job Posting Status:	Approved

ORGANIZATION INFORMATION

Organization	ANSYS Inc (formerly Lumerical Solutions)
Division	ANSYS Inc

JOB POSTING INFORMATION

Special Job Requirements

Please note that this position is remote and is for 3 months. The hiring manager may require the successful applicant to do some in-office training in Vancouver for the first week.

Co-op Work Term	2020 - Fall
Position Type (Disclaimer: not all types available in all programs)	Regular Co-op, Full Time
Co-op Work term Duration	4 Months (12-18 weeks) Full Time (1 Work Term)
Job Title	Sales Co-op
Job Location	Remote
Region	N/A
Number of Positions	1
Work Abroad	No

Job Description

Ansys is the global leader in engineering simulation, helping the world's most innovative companies deliver radically better products to their customers. By offering the best and broadest portfolio of engineering simulation software, Ansys helps companies solve the most complex design challenges and engineer products limited only by imagination.

Summary

Lumerical, now part of the Ansys family, is a leading provider of photonic design and simulation tools. As a member of the Lumerical Product Sales Team, you will assist our Sales team by helping them qualifying leads, understanding our customer's expectations and goals, and helping ensure Sales orders are completed in a timely fashion. Engaging with customers in a technical discussion to better understand their simulation needs will also be part of the role. You will work in a highly collaborative and dynamic team environment.

Responsibilities

- Monitor and qualify incoming leads and either, transition them to SQLs for the team to follow up on, or flag for marketing automation campaigns.
- Reach out to the lead and gather more information on the expected goals and outcomes they are trying to achieve. Document it within CRM and share it with the sales team for a follow up call.
- Monitor and respond to Sales Inbox inquiries. Ensuring all emails are responded to in a timely fashion and handing relevant ones off to the team or ACE.
- Help with contracting and invoicing processes or issues.

- Identify and assist with Sales Operations Process Improvement.
- Project Management assistance.

Qualifications

Minimum qualifications

- Passion for photonics and simulation
- Undergraduate/Graduate degree in electrical engineering, physics, or related field, with a focus on photonics
- Excellent communication skills in written and spoken English
- Previous work experience in a team-oriented environment which requires collaboration

Preferred qualifications

- Knowledge of the photonic Industry and ecosystem
- Experience in photonic compact modelling for use in circuit simulations
- Experience in analog/mixed-signal IC design using EDA tools (e.g., Cadence, Mentor)

For relevant employers as defined by the BC Criminal Review Act: Will this position require a co-op student to complete a Criminal Records check?

No

Minimum Academic Year Completed

1

Minimum Work terms Completed

0

Are there any restrictions that would hinder hiring of non-Canadian students with a valid work permit?

No

APPLICATION INFORMATION

Application Procedure	Employer Email
If by Email, send to	Zoe.wu@ansys.com
All Degrees and Disciplines	No