

Pre-sales Consultant

Developing exciting new software solutions that will optimize building spaces and validate different building aspects in pre-construction stage, lies at the heart of Xinaps. In essence, our cloud based platform “Veriffi3D” analyze and visualize the data behind the 3D building model. Since the firm is rapidly expanding, we are looking for an enthusiastic Pre-sales consultant to join our team in Delft.

This is a very hands-on role combined with a strategic look on future developments where you will help business development and part-time/full-time member of the international organization. You must be passionate and able to communicate at all levels and enjoy a variety of tasks.

Job description

You will be part of a challenging, passionate firm that is opening up new markets by disrupting technology. You will be responsible as a Pre-sales consultant for the Verifi3D product, demo and sell the Software as a Service that is important in the BIM process and is made for enhancing General Contractors and Engineers’ productivity and optimizing the building’s performance in the pre-construction stage. Verifi3D is seamlessly integrated within Autodesk BIM 360 and supports Revit® and IFC file formats. You will work closely with our internal organization and global partners in the Nordics and USA. You will help evaluate customer- and business requirements and map them to technical capabilities and roadmap developments. You will also give technical demonstrations and presentations to existing and potential clients.

You will be involved in:

- Determine a product roadmap
- Giving demos, both online and on the customer sites
- Being involved in all tasks associated with agile/scrum development and closely working together with the Lead Developer
- You will be working in a professional and passionate feature driven scrum team along with the CEO and COO. Being innovative, pragmatic and customer-oriented are key profile characteristics.

Requirements and Skills

For this role we are looking for candidates with a background in Architecture, engineering or construction tech. The ideal candidate has:

- ✓ Bachelor Degree in Computer Engineering, Architecture/Engineering or Applied Computer Science
- ✓ Some experience as a Technical role or Consultant in software for Architects, Engineers or contractors.
- ✓ Some experience with databases and sales support.
- ✓ Knowledge of Autodesk Revit®, Navisworks, Solibri would be a benefit.
- ✓ Understanding of Design & Build processes.
- ✓ Excellent written and verbal communication skills in English.

Company Profile

Xinaps has joined [YES!Delft](#), the leading tech incubator in Europe. Recently Xinaps also has joined Plug and Play which is the ultimate innovation platform, bringing together the best startups, investors, and the world's largest corporations. Headquartered in Silicon Valley. Plug and Play is the largest accelerator program globally. Together, we will deliver on our promise to enrich design solutions for AEC (Architecture, engineering, construction) professionals by disrupting the industry's status quo.

Founded in 2015 as a spin-off of the Dutch Vabi Software, we are a forward-thinking team that creates smart building model validation tools within design software because we believe the building design process needs to be simplified and optimized. Our clients play an active role in tailoring the features of all of our products. Hand in hand, we work hard on shaping innovative early design tools.

Our Offer

A great opportunity to join an ambitious company in an important and rapidly changing industry and actively participate in driving the international business forward. You will be regarded as a full member of the company, while getting a lot of responsibility and personal guidance, in a pleasant and informal working atmosphere.

We offer you a:

- Full-time (40-hour) or Part-time job with a competitive salary and interesting bonus
- Laptop and mobile phone

Are you up for the challenge?

Please send your Curriculum Vitae and Cover Letter to frank@xinaps.com.

If you would like to contact us personally regarding this vacancy, please call Frank Schuyer at +31 (0)6 53 898 005.