

Company Overview

Questel's mission is to facilitate the development of innovation in an efficient, safe, and sustainable way.

Questel provides an integrated platform of software and services to meet all needs in terms of intellectual property and innovation management.

With more than 20,000 customers in 30 countries, Questel has become a world leader whose IT expertise is recognised throughout the world and is reflected in all its offerings.

At Questel, our employees, based in Europe, North America, China, Japan, India and many other countries, are the company's main shareholders. On a day-to-day basis, this is reflected in the strong involvement of our teams, collaborative processes and short decision paths.

Our company, supported by first-class investment funds and based on strong values of entrepreneurship, respect and honesty, pursues both a strategy of strong growth and a commitment to social and environmental responsibility.

Your next adventure awaits here...

As part of our subject matter expert team, you will be a technical expert in charge of supporting sales representatives during their sales process and be the interface with our Product Owners to develop the software. This position also extends to the customer success management to ensure clients have a good grasp of our software via training, and most importantly, done so by adapting to their needs. The field is the one related to intellectual property assets management (IAM) and business intelligence applied to intellectual property (IPBI).

Key Responsibilities

Conduct interactive demonstrations (and/or create use case) that align to the IP needs for IAM or IPBI tools users when going to onsite visits.

Attend customer meetings in support of sales representatives to present our software (Orbit Intelligence, Orbit Asset).

Make articles, webinars, tips and tricks session and other documents or marketing events to promote our offers and expertise.

Provide customer trainings.

Report enhancement requests and market needs to enrich the product's roadmaps.

Carry out competitive intelligence on your product line.

Ensure regular reporting of field information collected during pre-sales and training activities.

The list of missions listed above is not exhaustive.

The perfect match...

Master's degree, engineer, or university scientific studies.

Ideal candidate has completed a diploma or get recognized experience (>3 years) in intellectual property. You are required to have professional experience (employment) in one of these fields:

* IP paralegal for a company or a law firm

* IP portfolio management

* Pre-sales engineer or customer success manager for an IAM or IP software company

Other key qualities include being customer oriented, having a good capacity to convince your interlocutors, and are at ease orally. Candidate must be a problem-solver, solutions provider to the client and can help with the migration of the client's data (in combination with our integration team). **2 positions are open** whose one is dedicated to a German-speaking person. All candidates have to be fluent in English.

Personal attributes

Autonomy

Time management

Flexibility to travel (up to 25%)

Enjoy working and active listening

Good relations / Facilitator

Excellent communication and team work skills / charismatic

Join Questel, a growing international group, and live a great human adventure!

What we offer... permanent contract, **attractive remuneration, profit-sharing bonus**, CSE benefits, restaurant card, health insurance, part-time remote...

Job Location Paris, Sophia-Antipolis, or Grenoble (France) or Munich (Germany)