

Account Manager Job Listing

Adcis, Inc., a new U.S. subsidiary of ADCIS SA, is seeking a dynamic account manager with an entrepreneurial business approach. This position will be responsible for sales and marketing in North America. ADCIS SA is, a successful European corporation specializing in applying technologies that include image processing and analysis, as well as deep learning, to solve today's challenging automated vision applications. ADCIS' world-wide customer base covers a wide range of successful vision-based applications in fields such as medicine, ophthalmology, materials science, and security.

Responsibilities:

- Develop and conduct our marketing strategy for North America based on the parent company's successful strategy for Europe;
- Prospect and sell the company's products and engineering services in North America, including travel to customer locations;
- Prepare sales proposals for development of customer-specific applications;
- Work with our technical staff and software tools to rapidly prepare basic prototype demos;

Key attributes:

- Work independently toward company goals that are established in collaboration with the parent company president;
- Be a problem solver that quickly grasps customer needs and facilitates a collaboration between the customer and our technical staff to specify a system solution including hardware and software elements;
- Have a successful background in marketing and sales of technology based products;
- Enjoy interacting with prospect and customer contacts ranging from senior management to technical leaders;
- Working competency with computer imaging hardware, software, and peripherals, including image generation, processing, and analysis.

Starting date: June 1, 2019, or sooner

Location: Continental US; initially working from home; travel to visit prospects and customers

Compensation: Salary and commissions based on experience and potential, plus business expenses

Benefits: Industry competitive

Contact: Email Resume to: Personnel@adcis.net

Adcis, Inc. was founded in 2017 in Monroe Township, NJ and registered as a NJ corporation. The company is the North American subsidiary of ADCIS SA, a French corporation located in Normandy France, and founded in 1995 (see www.adcis.net).

ABOUT ADCIS SA - ADCIS (Advanced Concepts in Imaging Software) develops and markets computer vision software products. Its flagship product, the Aphelion™ Imaging Software Suite, is a family of software tools used worldwide by small and large companies, as well as research centers, medical laboratories, and hospitals. In addition, ADCIS develops and markets vertical applications in the fields of ophthalmology, biology, material science, quality control, security, and 3D image processing and analysis. To maintain its lead over other imaging software companies, ADCIS maintains very close relationships with research teams that bring to the Aphelion product and the ADCIS engineering team their additional expertise in the fields of Image Processing, Classification, Deep Learning, and Statistical Analysis. ADCIS is also involved in R&D projects, such as the surveillance of industrial sites performed by an autonomous drone. In addition to the development and marketing of the Aphelion™ software products, ADCIS performs contract engineering work for companies seeking to embed image processing and analysis functionality to their products.