



Product Specialist – Industrial Visualisation

The Company

The Foundry is not just a technology maker or a software seller; we are here to empower artists and designers across the world by enhancing their creative potential. We seek to create a world where people can continually raise their creative potential and to champion creative people by developing tools, technologies and processes that empower them to bring their ideas to life, more quickly and effectively.

We believe in:

- Constantly challenging
- Always being approachable
- Committed partners
- Endless enthusiasm!

Our technology portfolio is as creative as it is technical, packed full of ground-breaking, award-winning techy goodness that will have even the most demanding organization salivating! We are a little bit proud of what we achieve at The Foundry and want to take you on our journey with us.

The Role

This role is working on a project under development at The Foundry, aimed at revolutionizing the way the industry visualizes and processes 3D data.

As the Project Specialist you will work with the Product, Marketing and Sales teams to show the world the power of the product, and also help define and refine that power. The Product Specialist reports into the Head of the Project and works closely with the team and associated Product Marketing Manager.

The ideal candidate for this role will be both a deeply technical problem solver who can master complex requirements and also someone who is able to communicate easily and effectively with both internal teams and external clients.

The Product Specialist will be our feet on the ground working directly with customers and participating in the entire customer lifecycle, from initial contact through the sales process and into support. The Product Specialist will help guide customers through their decision making process and adoption of the product, providing detailed feedback on this process to the Development and Marketing teams to help refine the product as a whole.

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This project is targeting a wide range of industries, so you might be visiting a secretive auto company R&D lab one day, helping teams designing sport stadiums the next, and then finishing the week touring a factory making private jets (yes, this was a real week from our last product tour!).

So, if you've got experience in demonstrating, training, developing and communicating sophisticated techniques in 3D / VR / AR / CAD, we'd love to hear from you.

Key Responsibilities

- Develop an expert understanding of customer needs and related solutions for both product and pipeline implementation
- Discuss and document workflow needs on site with clients, communicating customer requirements back to the development team
- Develop and maintain great relationships with existing accounts and prospects
- Demonstrate the product at tradeshow, user groups and customer events
- Create and deliver high quality content for user training and presentations
- Work with new features prior to the beta-testing period to thoroughly test features and workflows at a time suitable for the development team
- Contribute feedback to help develop product marketing materials, providing insight to various customer personas
- Provide specialist on-site customer support for key accounts and opportunities
- Create reports and provide regular updates as needed

Required Skills

- Minimum four years of experience with 3D visualization in a CAD or mechanical design field, ideally using MODO, Max or Maya
- Experience working with AEC and manufacturing clients
- A desire to travel the world and the ability to do so regularly and at short notice; willingness to travel 50% of the time
- The ability to teach is required but formal experience as a trainer will be an advantage
- Experience in the fields of technical/commercial illustration, product design, or CAD/Industrial Design is highly recommended
- Experience with taking CAD data and making visualizations (renderings, animations, AR, and/or VR)
- Ability to grasp and translate technical capabilities and customer behavior into unique selling points and key user benefits
- A natural affinity for training-based tasks - the role requires a delicate balance of being very technical, being able to be a strong presenter, and getting people to trust, like, and respect you

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- Ability to build rapport, influence and explain things clearly
- A self-starter with an entrepreneurial flare, an aptitude to make things happen with a “get it done” attitude and work ethic
- Robust, hungry to learn, tenacious and determined – this is not a journey for the faint-hearted
- An eye for quality and accuracy with a strong attention to detail along with an organized and methodical approach to your work
- Ability to work in a team as well as independently
- Excellent time management skills and discipline to work to deadlines
- Ability to handle a number of projects and multi-task; well organized with the ability to prioritize and work with minimal supervision
- A genuine interest in the Architecture, Engineering and Design industries with an appreciation and desire to work on cutting edge creative software development
- Excellent written and verbal communication skills

Applying

If you meet the criteria, are eligible to work and are interested, please send your covering letter, CV, salary expectations and notice period to jobs@thefoundry.co.uk with the subject “Product Specialist – Industrial Visualisation”.

More About Us

The Foundry designs creative software technologies used to deliver remarkable visual effects and 3D content for the design, visualisation and entertainment industries. The Foundry's software advances the art and technology of visual experience in partnership with creative leaders across the globe. It enables clients like Pixar, Mercedes-Benz, Google, ILM, Weta Digital, Blizzard, The Moving Picture Company and Sony Pictures Imageworks to turn incredible ideas into reality by solving complex creative challenges.

The company was founded in 1996 and is headquartered in London, with 300 staff based across offices in Silicon Valley, Los Angeles, Shanghai, Austin and the UK. The Foundry consistently invests in R&D to provide more efficient ways for its clients to bring visual concepts to life.

In 2015, the London Stock Exchange named The Foundry one of its “1000 Companies to Inspire Britain.” It regularly features in The Sunday Times' Tech Track as one of Britain's fastest-growing private technology companies, most recently in 2016 when it also won the Excellence in Service Award at the International Track 200 awards. Every single film nominated for the Academy Award for Best Visual Effects in the last five years was made using The Foundry's software.

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The company was acquired by HgCapital in 2015.

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