

Technical Sales Specialist

Software Sales/Technical Sales Specialist – Marine Software (India and its Territories - Sri Lanka, Nepal and Bhutan)

We are on the lookout for an energetic, performance-driven, customer-focused Sales/Technical Sales and Training Specialist to support the promotion, sales, and training of DHI's MIKE Marine software suite. The ideal candidate will have strong technical acumen in Marine and coastal modelling, excellent communication skills, and a passion for enabling clients to get the most out of our software tools for water environments.

This role is pivotal in strengthening and expanding our Marine and Coast (M&C) product line (MIKE 21, MIKE 3, LITPACK etc..) across India and its territories. It requires close collaboration with internal teams to continuously improve our offerings and to plan and deliver impactful local events that drive engagement and visibility.

About DHI

At DHI, we are revolutionizing water modelling and simulation with our cutting-edge software solution that is trusted and used by professionals around the world. You'll be part of a supportive team environment that fosters continuous professional development, ensuring you grow both technically and professionally. With access to international expertise and opportunities for global collaboration, you'll be working at the forefront of innovation in the water and environment sector. We also offer a competitive salary and comprehensive benefits package to support your well-being and success.

Role Overview

As a **Technical Sales Specialist** for Marine Software in India, you will play a critical role in driving business growth by combining strong technical knowledge with consultative sales skills. You will act as a key interface between clients and DHI, understanding their technical challenges and offering the right MIKE software models/modules that address their needs. This role requires a strong understanding of hydrology, hydraulics, water quality modelling, or coastal and marine systems, along with the ability to communicate value effectively to both technical and non-technical stakeholders.

Collaboration is a cornerstone of this role. You will work with internal stakeholders, experts, and colleagues within M&C and India Sales Team to ensure opportunities progress smoothly through the sales cycle.

About you

Education & Experience

- Bachelor's or Master's degree in Civil/Environmental Engineering, Hydrology, Coastal Engineering, or a related field.
- 2–5+ years of experience in a technical sales, consultancy, or software training role (preferably in water/environment sectors).
- 2-5+ experience as User of MIKE Marine Software, i.e.: MIKE 21 and MIKE 3 suites.

Skills

- Excellent presentation, communication, and client-facing skills.
- Proficiency in English (spoken and written); other languages are a plus.
- Willingness to travel within India and occasionally internationally for internal seminars, client meetings and training delivery.

Key Responsibilities

- Serve as the technical point of contact for pre-sales activities, including demonstrations, webinars, and client meetings.
- Understand client requirements and propose appropriate MIKE software solutions.
- Collaborate with the sales team to prepare proposals, tenders, and technical documentation.
- Stay current with MIKE software developments and industry trends to support client engagement.
- Maintain strong client relationships to support retention, cross-sell, and upsell opportunities.
- Deliver in-person and online training sessions to clients on various MIKE software tools. i.e.: MIKE 21, MIKE 3, LITPACK etc...
- Customize training materials and hands-on exercises to suit specific user needs and sectors.
- Provide post-training support to ensure client success and confidence in using the software.
- Involve in planning and organising of local events.

Key Performance Metrics (KPIs)

Your performance will be measured against several critical KPIs: Software order inflow, software revenue, new clients, number of training courses/webinars. These metrics are of high importance as they directly impact on the growth and success of our business. Your ability to drive these KPIs will be essential in meeting our strategic goals and achieving success in this role.

Key stakeholders

You will interact with a variety of stakeholders, including external clients, the Marine & Coast and India Sales Team, Customer Care, and the Training Coordinator.

Your location will be India, and you should expect occasionally travelling abroad.

How to Apply

Please submit your resume and cover letter detailing your experience and why you are the ideal candidate for this role.

Join DHI and be a part of a dynamic, globally recognized team dedicated to pioneering water modelling solutions. We look forward to welcoming you!