

## Job Description

### Architectural Applications Specialist Watertown, MA

#### Job Summary

The Architectural Applications Specialist's primary responsibility is to be a technical expert for Autodesk software applications and provide pre and post sales consulting and support services to clients in the AEC (Architecture, Engineering, and Construction) industry.

#### Job functions include

- Consult with clients in order to determine business needs
- Conduct pre-sales product demonstrations
- Work with customers in order to identify unrealized needs and recommend business process changes that help customers maximize ROI of purchased solutions
- Support customers with the new solution deployment
- Respond to customer requests for technical support via telephone or email
- Develop and conduct product training in our training labs, onsite, in person and via webcasts
- Develop, contribute to and implement detailed customer deployment plans
- Recommend best practices for solutions to meet customer business needs
- Help to identify key customer pain points with product implementations and clearly communicate them to appropriate sales and technical team members
- Work with the marketing team to provide topics, articles, and outlines for events, newsletters, blogs and videos

#### Education/Experience

Bachelor's degree required with a major in Architecture, Engineering, or related field. At least five years of progressive industry related experience. Project based experience with Revit Architecture required. Implementation experience with Revit Architecture preferred. Certified Expert user certification from Autodesk on supported applications is preferred.

#### Compensation

MicroCAD offers excellent base salary plus benefits including medical, flexible schedule, 401k, bonuses and paid time off.