

VIE Offer - ActiveEon

The Offer

Reference: VIE

Assignment request: London – UK

Job Title: BUSINESS DEVELOPMENT, PRESALES, SUPPORT & SERVICES

Country of assignment: UK

City: London

Assignment starting on: January 2017 – June 2018 (extendable)

Duration of assignment: 18 to 24 months, extendable

Description of the offer:

Company:

ActiveEon is an open source ISV offering automation and scalability solutions for IT, Big Data and Internet of Things (IoT) with job distribution and parallelization. ActiveEon accelerates product go-to-market and brings competitive advantages to its customers. ActiveEon has raised significant funds (\$1M) with local and international investors (PACA Investissement, BA06, Nestadio Capital and Kima Ventures, Xavier Niel's fund).

ActiveEon is now working with numerous multinational corporations such as: L'ORÉAL, ORANGE, CEA, INRA, IFP Énergies Nouvelles, Médiamétrie, TAGSYS RFID, Amadeus, The UK Home Office, AxisPoint/McKESSON (Healthcare, USA), and Alegro (Finance, Israel).

ActiveEon offers ProActive, a software suite available in private installation mode or in SaaS service:

Workflows & Scheduling: a complete workload scheduler that distributes and simplifies the execution of applications, featuring a workflow orchestrator and a resources manager.

Parallel Scientific Toolbox: toolboxes that allow the distribution and the acceleration of Matlab, Scilab and R Language on Clusters, Grids or Clouds, also featuring data transfer and License cost optimization.

Cloud Automation: automates the deployment and management of complex multi-VMs applications, manages heterogeneous and hybrid environments (multi-vendor private, public and hybrid clouds).

These products allow management of heterogeneous (Linux, Windows, MacOS, VMware, OpenStack, CloudStack, ESXi, Hyper-V, Docker, Microsoft Azure, AWS Amazon, Google Cloud GCP, IBM Bluemix, etc.).

Due to the number of newly acquired customers, we are currently opening several job positions to ensure the further growth of the company.

Role and key responsibilities:

Establish the company in the United Kingdom:

- Pre-sales and after-sales customer support
- Business development

Period: January 2017 to June 2018 (extendable)

The assignments are technical, presales and first-level support delivery to customers:

- Establish commercial and pre-sales contact,
- Ensure user assistance and training,
- Be a proactive force and take part in marketing actions,
- Staying updated on all developments in the U.K. technology market, including software, Cloud Offers, Middleware, Infrastructure, etc.
- Contribute to technical document writing and the creation of new technical specifications addressing the needs of the U.K. market while working alongside internal experts.

Product, tools, and business training will be delivered at the company headquarters in France, starting immediately. (Sophia Antipolis, Nice, French Riviera).

Location: London – UK

Profile:

University Degree in Engineering (Master/Bac+5), results-oriented, professionally leaning, with excellent communication skills are necessary. A double French and UK citizenship can be an advantage.

Experience developing in Java and other languages, passionate about innovation. Technical skills and sales qualifications, as well as project management experience are highly appreciated. This position is progressive and can lead to a management position.

Technical skills: Java core / Security / RESTful APIs / XML / JavaScript (Web UI).

Up-to-date knowledge in software engineering (JUnit / Git / Gerrit / Gradle / Jenkins).

Good comprehension of distributed and concurrent computing. Team player. Interested in new technologies. Knowledge of open source projects and ecosystems.

Fluent in English, professional speaking and writing skills.

Comprehensive understanding of cloud solutions and the current IT ecosystem (software vendors, integrators, advisors, big corporations, etc.) is highly advantageous.

Willing to work and train with an innovative company, to master its business solutions and progressively grow towards new responsibilities in order to join the company for a long term role. Technical, sales, communication, and project management skills are required to evolve towards a management position inside of the company.

Personal skills:

- Team player
- Work according to a plan, while able to take the initiative when necessary
- Punctual, Pertinent, Accurate
- Self-motivated, dynamic, flexible, and available, with the capacity to adapt when needed
- Self-organized and disciplined at work
- Interpersonal communication and persuasion skills

Duration of the assignment: 18-24 months, with the possibility of extension.

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Experience and qualifications:

Required experience: 6 months to 3 years, in Software Development/Architecture and/or Pre-Sales

Specialties: Computing, information technology, Cloud, Distributed Systems, Workflows, Scheduling

Languages spoken: English, French is optional

Level of studies: University Degree (Bac + 5) or higher, Master of Science, MBA

Branch of study: Computer Engineering