

## VIE Offer - ActiveEon

### The Offer

Reference: VIE

Assignment request: San Francisco – United States

Job Title: BUSINESS DEVELOPMENT and PRESALES

Country of assignment: United States

City: San Francisco

Assignment starting on: between NOW and September 2017

Duration of assignment: 18 months

### 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, TOTAL, Médiamétrie, TAGSYS RFID, Amadeus, The UK Home Office, Legal & General (UK), AxisPoint/McKESSON (Healthcare, USA), Alegro (Finance, Israel), CNES (France)

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

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

**ProActive Big Data Automation:** 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.

**ProActive 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 to manage heterogeneous platforms (Linux, Windows, MacOS, VMware, OpenStack, CloudStack, ESXi, Hyper-V, Docker, Microsoft Azure, AWS Amazon, Google Cloud GCP, IBM Bluemix, etc.).

Following to numerous new customers acquired, we are currently opening several job positions to insure further business growth of the company.

#### Role and key accountabilities:

Establish the company in the United States:

- Presales and after-sales customer support
- Business development

Period: starting between NOW and September 2017, for 18 months.

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

- Establish commercial and presales contact,
- Insure user assistance and training,
- Be a proactive force and take part in marketing actions,
- Insure continuous technology watch of the US market (software, materials)
- Contribute to technical documentation writing and creation of new technical addressing specific needs of the US market working together with internal experts.

A business training about products and tools will be delivered at the headquarters in France (Sophia Antipolis, Nice). The latter can immediately be started in April 2017.

**Location:** San Francisco – USA

**Profile:**

University Degree in Engineering (Master/Bac+5), result-oriented, commercial fiber and communication skills are highly appreciated. A double – French and US - citizenship can be an interesting option.

Experienced Java and other languages developer, passionate about innovation. Technical skills and sales qualifications, as well as project management experience are highly appreciated. This position can be evolutive and lead to management accountabilities.

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

Modern 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.

A good knowledge of Cloud solutions and current IT ecosystem structure (software vendors, integrators, advisors, big corporations, etc.) is highly appreciated.

Willing to work within an innovative company that will train you to know its business solutions and progressively gain new responsibilities in order to join the company later, on permanent basis. Technical, sales, communication and project management skills are required to evolve towards a management position inside of the company.

**Personal skills:**

- Team or network player
- Planning and anticipation skills, timeliness
- Autonomy, dynamism, flexibility, capacity to adapt and availability
- Self-organization and discipline at work
- Reporting
- Interpersonal communication and persuasion skills.

Duration of the assignment: 18 months.

Job offer publication date: April 2017

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**Experience and qualifications:**

Required experience: 6 months to 3 years

Specialties: Computing, information technology

Languages spoken: English, French

Level of studies: University Degree (Bac + 5) or higher

Branch of study: Software Engineer, Master of Science, MBA