



BIGMACHINES

The Lean-Front End®(LFE)

A Great Place to Work

Who We Are

We founded BigMachines in 1999 to help our customers make breakthrough improvements in their sales processes by leveraging the power of web software technology. To accomplish our mission, we have built an enduring global company with offices in Chicago(IL), San Mateo(CA), and Munich(Germany) that attracts, challenges, and develops great people.

Our people are energetic, intelligent, and hardworking. Our office environment fosters a 'work hard, play hard' attitude. Team members work together to further the companies objectives in a fun office environment. The relatively small size of the company combined with our tremendous growth rate (growing sales over 50%) means that everyone has to be willing to step outside the bounds of his or her job description and do whatever it takes to help the company succeed.

Company events such as office foosball tournaments and weekly office-wide lunches bring professional team members together while providing a nice break from the busy day.

Who We Look For

BigMachines is recruiting talented, motivated professionals who can contribute their skills and experience to our team. We look for the following traits in potential team members:

- Desire to do whatever it takes to help the company succeed
- Native intelligence to learn and grow
- Track record of success and growth
- Ability to grow with the company
- Relevant experience in web and software technology



Our Hometown

BigMachines North American Headquarters is located in the northern suburbs of Chicago, IL. As one of the largest cities in America, the Windy City offers limitless cultural and entertainment options for residents and visitors alike.

Whether it is an afternoon in the bleachers at historic Wrigley Field for a Cubs game in the summer, a bike ride down the lakeshore in the fall, ice-skating in Millenium Park in the winter, or shopping on Michigan Avenue in the spring, Chicago offers residents year-round entertainment.

Our Customers

Leading companies have selected BigMachines to streamline their sales of industrial, high-tech, and medical products and services.

Below is a list of just a few of our customers:

- Kodak
- Ingersoll Rand
- Siemens
- Quincy Compressor
- Conair
- Thermo Fisher Scientific Corporation

Professional Spotlight

Name: Ali Keiri

Age: 26

Previous Job: John Deere IT Analyst

Years with BigMachines: 3 years

Why did you choose BigMachines?

The company is young and growing rapidly. As a result, there are a lot of opportunities to advance and take on more responsibility.

Favorite thing about BigMachines?

I enjoy working in a relaxed environment in which I am

given the opportunity to take ownership over different projects and see them through from the initial stages to completion.

Talk a little bit about your experience at the BigMachines European Operations Center.

I was given the opportunity to work in the Munich office for about a year. It was a great experience as I was exposed to different business cultures by working on projects not only in Germany, but throughout Europe.



Our Positions

Engagement Manager

- Implement BigMachines software at our various customer locations.
- Work with customers to understand and document their requirements and configure BigMachines software.

Professional Services Engineer

- Develop scripts for web-based software solutions and setting up the BigMachines' software during customer implementations.
- Work with our customers to understand and document their requirements. Configure/script the BigMachines application to solve real world business problems.

Web/Marketing Analyst

- Develop and maintain the BigMachines website.
- Design and update marketing collateral.

Internships

- Available for many of the same roles as our full time positions listed above.
- Most are completed in 2 or 3 months during the summer, however some are available throughout the year as the need presents itself.

A Day in the Life

Ali Keiri gives a brief overview of a standard day at BigMachines for an Engagement Manager.

Morning

A typical day begins by reviewing my appointments and projects scheduled for the coming day. After reviewing my project plans, I assign and communicate tasks to the engineers who are supporting me. Once they know their responsibilities for each project, I can begin working on mine.

Afternoon

Throughout the afternoon, I normally have calls with various customers discussing and clarifying issues that have arisen during their implementations. After each call I again assign new tasks to my support resources. In some cases an on-site visit is required in which case I make travel arrangements to visit the customer.

Customer Visits

In initial meetings with a new customer, my goal is to understand their specific requirements and document this information. As a customer's project proceeds, visits focus more on obtaining feedback related to what has been completed already and training the customer on how to use the application. As a project draws to a close, I also begin to up-sell various other BigMachines solutions that may be beneficial to the customer.