



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: Jason Rosengarden

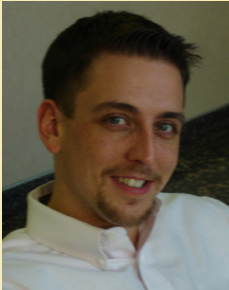
Age: 30

Previous Job: Director of Sales - HighTower Inc.

Years with BigMachines: 1.5 years

Why did you choose BigMachines?

The company is young and growing rapidly. The people are forward thinkers and have a technology and concept that is in it's infancy but very much in demand. Understanding that the relationship BigMachines has developed with it's existing customer base speaks



mountains on how the company is run. After interviews with the two co-founders the decision to leave my previous position of 10 years was relatively easy.

Favorite thing about BigMachines?

My favorite part about working at BigMachines is how passionate every single employee is. Although there is clear and apparent structure, everyone is their own boss. Office politics are practically non-existent and after all of the new win celebrations and my recent foosball championship trophy acquisition I find it hard imagining working for any other organization.

Our Positions

Enterprise Sales Executive

General Business Sales Representative

- Drive sales of BigMachines solutions and services.
- Demonstrate the BigMachines solution for prospective customers.
- Convert leads from a variety of sources into BigMachines customers.

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.

Engagement Manager

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

Web/Marketing Analyst

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

A Day in the Life

Jason Rosengarden gives a brief overview of a standard day at BigMachines for an Enterprise Sales Executive.

Morning

A typical day starts by reviewing my Salesforce.com task list for my scheduled calls and appointments. After getting settled I also respond to the flurry of e-mails from the night before. I usually have at least one previously scheduled introduction/demo phone appointment in the AM as well.

Afternoon

Towards the end of the day I will jump on my second scheduled call, plan travel from earlier successes or attack my personal marketing campaign. Finally to close the day, I will filter through the remaining e-mails and schedule any tasks in Salesforce.com to prepare for tomorrow.

Customer Visit

A typical visit to a customer will consist of an introduction to BigMachines and our Lean Front End solution. We start by giving some background on our organization, We also share a snapshot of our existing customer base that ranges from billion dollar organizations to a few million. Finally we choose two or three "live" customer applications that closely match the prospects requirements and walk them through from start to finish. If all goes well we leave the meeting one step closer to a signed contract.