

Job Title:

Application Engineer Automotive DACH (m/f/x)

Reports to:

the Application Engineer will report to the Key Account Manager DACH

Primary Location:

Darmstadt or Munich, Germany

Job status:

Full-time

Company Overview:

VI-grade is the leading provider of best-in-class software products and services for advanced applications in the field of system level simulation. Together with a network of selected partners, VI-grade also provides revolutionary turn-key solutions for static and dynamic driving simulation. Established in 2005, VI-grade delivers innovative solutions to streamline the development process from concept to sign-off in the transportation industry, mainly automotive, aerospace, motorcycle, motorsports and railways. With office locations in Germany, Switzerland, Italy, UK, Japan, China, and the USA, and a worldwide channel network of more than 20 trusted partners, VI-grade is a dynamic and growing company with a highly skilled technical team.

Since September 2018 VI-grade is part of <http://www.spectris.com>. Spectris is a FTSE 250 listed global conglomerate with 2017 sales over \$2B and 9,800 employees. The firm conducts business in four major segments: materials analysis, test & measurement, in-line instrumentation and industrial controls and serves a broad range of industries ranging from pharma, and electronics, to automotive, energy, mining, and aerospace.

Job Overview:

The Application Engineer Automotive provides technical pre-sales support throughout the entire sales process of VI-grade products and services within automotive accounts. He helps customers to solve their complex engineering challenges using VI-grade solutions and expands market awareness of VI-grade solutions for highly innovative vehicle simulation and driving simulators.

Core Function:

- In his role the Application Engineer understands clients technical and engineering needs, translating these into VI-grade's solution portfolio.
- The Application Engineer supports the Account Manager (mainly in Germany, Austria and Switzerland) in maximizing sales revenues and meeting corporate objectives for all VI-grade solutions dedicated to the automotive industry, with a particular focus on vehicle dynamics, ADAS, control system design and system verification.

Details of Function:

- Lead/assist in coordinating and executing all technical activities throughout the sales cycle, such as customer meetings, product presentations, demonstrations and evaluations
- Identify and analyze customer's technical needs, current solutions and processes and simulation requirements
- Demonstrate and prove the value of VI-grade solutions through software, hardware and driving simulator presentations, hands-on demonstrations, PowerPoint or other appropriate tools
- Articulate the technical value proposition of VI-grade across all products and services
- Establish personal contact with the client's technical decision-makers
- Collaborate with all levels of technical users and management
- Interact with VI-grade's Technical Support, Development, Consultants, Sales and Marketing teams as required
- Represent the Company at dedicated marketing events, fairs and conferences
- Hold introductory and/or intermediate training classes on the usage of VI-grade solutions
- Collaborate with company peers and contribute to international technical sales strategies
- Contribute to the development of technical papers to increase collective knowledge and drive future business

Qualifications:

- Bachelor's degree in Engineering (MS or PhD degree is a plus)
- Proven customer-facing experience in a CAx technical and/or business development role, with strong knowledge of the Automotive industry, its processes and challenges, especially in vehicle dynamics, ADAS, control system design, system verification and driving simulators
- Knowledge of VI-grade tools and/or tools like Adams, Simpack, CarMaker, CarSim, Vires, SCANeR, MATLAB, Simulink
- Experience with Software-in-the-Loop and Hardware-in-the-Loop
- Understanding of VI-grade solutions and know-how to address client challenges with a VI-grade offering
- Assessment of customers technical requirements to accurately qualify opportunities and to lead the creation of a technical opportunity strategy
- Experience in team working to deliver engineering solutions, products and services to clients
- Ability to establish peer-level relationships with client staff
- Good influencing skills to drive positive change at clients
- Excellent presentation and written communication skills, in both German and English language
- Ability to work in dynamic environments and situations and in efficient prioritization
- Responsiveness to customer RFQs, coordinating solution development by leveraging pre-tested solutions and designs and by researching customized solutions

- Ability in building and nurturing relationships with key clients as well as internally, effectively networking and building trust and confidence among partners, customers and peers
- Possession of a current motor vehicle driver's license and willingness to travel mainly within DACH region and Italy (VI-grade driving simulator center). Travel in EMEA region and anywhere in the world, when necessary

Contact:

Please submit your CV to careers@vi-grade.com along with a cover letter.