

VI-grade Job Description

Job Title:

Hardware-in-the-loop (HiL) Sales Expert/Product Manager

Job Status:

Full-time

Reports To:

VP Sales & Marketing

Location:

Europe

Job Overview:

- Define a clear vision and a path to create a hardware-in-the-loop solutions to simulate and test all different vehicle subsystems with high degree of fidelity. The target is to make it easy to connect any automotive component to an hardware-in-the-loop rig (and, if needed, to a driving simulator) and to address all different simulation/testing needs (especially for new mobility solutions such as e-vehicles, autonomy and driver experience).
- Act as primary connection with customers willing to implement hardware-in-the-loop solutions, with and without driving simulators.
- Act as primary connection between Product Development, Product Delivery Group and Sales & Marketing Group.

Responsibilities and Duties:

- Define HiL solutions for Ride & Handling, NVH, HMI and ADAS/AV applications. These solutions must work stand-alone or in connection with VI-grade Driving Simulators.
- Define needed partnerships to implement the Virtual Test Lab Solution and work with VP of Business Development to formalize partnerships.
- Develop a sales & marketing plan to address new testing applications in the automotive industry.
- Define different levels of HiL solutions for different applications and different budgets.
- Promote VI-grade capabilities in terms of Driving Simulators connected with HiL systems, especially to address new mobility needs (electrification, autonomy, user experience, ...)
- Support the sales team during presales activities (identify new potential customers, present VI-grade solutions, respond to RFQs, create technical specifications for sales quotes, ...)
- Help to define pricing policies for HiL solutions

- Listen to the voice of customer to define future development activities and coordinate with Product Development Group
- Follow industry trends related to virtual testing and new mobility
- Coordinate projects and delivery to customers

Prerequisites:

- Electronic or Mechanical Engineering Degree
- 10+ experience in the automotive industry
- Deep knowledge of the vehicle architecture (both mechanical and electronic)
- Experience with both simulation software and hardware testing
- Willingness to get hands dirty

Send your candidacy to: careers@vi-grade.com