

**Job Title:**

Application Engineer Automotive China

**Reports to:**

China Account Manager (mainly in China)

**Primary Location:**

Shanghai or Home Office

**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 and after-sales support throughout the entire process of VI-grade products and services within automotive accounts.

Application Engineer Automotive 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.

Application Engineer Automotive will support the initial commissioning of the systems including the configuration of the IT infrastructure and the integration of VI-grade driving simulator and MiL/SiL/HiL/ViL solution.

**Core Function:**

- In this 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 China) 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.
- The Application Engineer supports the local commissioning activities, and also support the customer use VI-grade solutions, including on-site/on-line training, debugging the issue, software updates and hardware maintenance.

## **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
- 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
- Support the marketing team to expand VI-grade's marketing awareness
- Represent the Company at dedicated marketing events, fairs and conferences
- Hold introductory and/or intermediate training classes on the usage of VI-grade solutions
- Work with Chinese team to develop local solutions and contents for SiL/HiL/DiL solutions
- Support services project around VI-grade solutions and areas of expertise  
Collaborate with company peers and contribute to international technical sales strategies
- Contribute to the development of technical papers and demos to increase collective knowledge and drive future business
- Work with colleagues to finish Implementation and commissioning of simulators
- Give initial software and hardware operational training to customers

## **Qualifications:**

- Bachelor's degree in Engineering (MS or PhD degree is a plus)
- Proven customer-facing experience in a CAE 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
- 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 Chinese 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
- Must be able to travel domestically within Mainland China and Europe for training and other meetings
- Experience with Software-in-the-Loop and Hardware-in-the-Loop is a plus
- Understanding of VI-grade solutions and know-how to address client challenges with a VI-grade offering is a plus
- Knowledge of VI-grade tools and/or tools like Adams, Simpack, CarMaker, CarSim,

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- VTD, SCANeR, MATLAB/Simulink, ConCurrent-RT, NI-PXI, dSPACE is a plus
- Knowledge of C/C++,Python is a plus

**To Apply:**

To apply, [go to https://spectris.wd3.myworkdayjobs.com/GBK\\_Careers/job/Shanghai-CN/Application-Engineer\\_8821](https://spectris.wd3.myworkdayjobs.com/GBK_Careers/job/Shanghai-CN/Application-Engineer_8821)