

**Job Title:**

Senior Sales Representative

**Location:**

America (Canton - Michigan)

VI-grade is part of HBK's Virtual Test Division, which focuses on providing real-time software, simulator, and hardware-in-the-loop solutions to virtually test products throughout the development cycle, helping companies accelerate innovation and reduce time-to-market, and improve their competitive advantage. With 250 highly skilled employees, HBK's Virtual Test Division has offices in Germany, Italy, France, UK, China, Japan, and the USA as well as a broad network of worldwide channel partners.

VI-grade is a leading provider of real-time simulation and professional driving simulator solutions that accelerate product development across the transportation industry. The company's driving simulators range from static desktide solutions to full-scale driver-in-the-loop dynamic simulators, allowing OEMs, suppliers, research centers, motorsport teams and universities to reduce physical prototypes and accelerate innovation. With a worldwide network of trusted partners, VI-grade delivers turnkey simulator solutions including proprietary software, hardware, services, and an open framework for customization. With over 30 years' experience in simulation, VI-grade is headquartered in Darmstadt, Germany with technology centers in Italy, UK, Japan, China, and the USA.

The future Senior Sales Representative will be keen to:

- Promote and be primary sales contact point for VI-grade Automotive Software Solutions for Ride & Handling, NVH, HMI and ADAS/AV applications.
- Define a clear vision and a path to create and promote Hardware-in-the-loop (HiL) 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 a 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 software & hardware-in-the-loop solutions, with or without connection to driving simulators.
- Act as connection between Product Development, Product Delivery Group and Sales & Marketing Group for the USA Market needs.

**Primary Responsibilities:**

- Market Software and 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.

- Develop and maintenance Sales business wrt Software and HIL solutions.
- Build strong pipeline with an efficient Sales Close Rate.
- Continuously meet customers and prospect together with technical team to promote our solutions.
- Develop a sales & marketing plan to address new testing applications in the automotive industry.
- Promote VI-grade capabilities in terms of Driving Simulators connected with HiL systems, especially to address new mobility needs (electrification, autonomy, user experience, ...)
- 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.
- Define needed partnerships to implement the Virtual Test Lab Solution and work with HQ to formalize partnerships.
- Coordinate projects and delivery to customers

**Qualifications:**

- Electronic or Mechanical Engineering Degree
- 5-10 experience in the automotive industry
- Experience in selling CAE Simulation Software
- Experience in selling HIL Solution
- Deep knowledge of the vehicle architecture (both mechanical and electronic)
- Knowledge of Vehicle Dynamics / ADAS performances

**To Apply:**

Go to [https://spectris.wd3.myworkdayjobs.com/HBK\\_Careers/job/Canton-MI/Software---Hardware-in-the-loop--HiL--Sales-Specialist\\_11876-1](https://spectris.wd3.myworkdayjobs.com/HBK_Careers/job/Canton-MI/Software---Hardware-in-the-loop--HiL--Sales-Specialist_11876-1)