

Job Title:

HiL DACH Sales Representative

Location:

Darmstadt or Munich, Germany

VI-grade is part of HBK's Virtual Test Division, which provides real-time software, simulator, and hardware-in-the-loop solutions to virtually test products throughout the development cycle, helping companies accelerate innovation, reduce physical prototypes and time-to-market, and improve their competitive advantage.

Our real-time simulation and professional driving simulator solutions include static deskside solutions, through to full-scale driver-in-the-loop dynamic simulators. We deliver turnkey solutions to enable transportation industry OEMs, suppliers, research centers, motorsport teams and universities to accelerate product development. This includes supplying proprietary software, hardware, services, and an open framework for customization.

Virtual Test employs 250 highly skilled colleagues worldwide, and has offices in Germany, Italy, France, UK, China, Japan, and the USA, as well as a broad network of worldwide channel partners.

Position:

We are looking for an experienced HiL Sales Representative to join our team. Your primary focus will be developing the HiL automotive market in the DACH region and to meet quarterly and annual sales targets in that region. This position involves collaborating with a dynamic international team to address a growing market and is offered alongside a competitive salary.

The HiL DACH Sales representative will report to EMEA & Americas HiL Sales Manager.

Primary Responsibilities:

- Be responsible for HiL sales in the DACH region
- Define sales strategies to hit quarterly and annual targets
- Develop a sustainable and growing HiL business in the region
- Proposing, quoting, and negotiating HiL projects and solutions within the automotive DACH industry

Qualifications:

- Bachelor's degree in engineering, MS or PhD degree is a plus
- 5+ years' experience with automotive hardware-in-the-loop applications sales
- Knowledge of dSPACE, Vector, NI, Backhoff, Speedgoat or other HiL systems
- Experience in sales
- Experience working with teams selling and delivering engineering solutions, products and services to clients

- Excellent presentation and written communication skills, in both German and English language
- Able to work in dynamic environments and situations.
- Systematic and independent way of working
- High degree of self-motivation and ability to work in a team
- Willingness to travel

To Apply:

Go to https://spectris.wd3.myworkdayjobs.com/HBK_Careers/job/Darmstadt-DE/HiL-DACH-Sales-Representative_12671-1