

Job Title:

HiL Sales Engineer

Location:

Shanghai, China

Do you want to be part of a business that genuinely values entrepreneurialism, innovation and individual accountability? We focus on our customers and are proud of the difference our technology makes. We partner with some of the biggest manufacturing companies in the world and our technical innovations are used to enhance well-known brands across multiple industries. 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 Overview:

The HiL Sales engineer will have sales responsibility for sales activities within China, with a special focus on HiL (Hardware in the loop). The person will be responsible for aggressively driving, enterprise-level, business with clients in China.

The HiL Sales engineer will also be deeply involved in understanding customer RFQs and making technical proposals with the VI-grade HiL technical team. A strong HiL technical background is required.

Responsibilities:

- Driving HiL business sales via HBK Virtual Test solutions in China.
- Driving enterprise-level sales activities at key accounts in China.
- RFQ process leader
- Exceeding financial goals consistently.
- Be the owner of HiL sales planning in China market, regular review and align with management
- Maintain the business relationship with existing clients, development new customers.
- Understand market trends, understand customer requirements.
- Providing a high level of leadership to technical management to guide priorities in the region.
- Concise, clear, and honest communication with staff on all aspects of your sales campaigns.
- Concise communication to product planning on priorities for future products.
- Ability to efficiently engage executive and HQ staff to drive sales activities.

Basic Qualifications:

- Bachelor or master's degree in engineering
- Experience in simulation field
- Theoretical knowledge and experience in technical and commercial
- Proficiency in project management software tools
- Fluent in English
- Effective communication skillset (verbal/written)
- Critical thinking, solid problem solving and excellent decision-making skills
- Organizational skills including attention to detail and multi-tasking
- Ability to inspire, build and run relationships and solve conflicts
- Adaptability and willingness to learn across disciplines
- Empathic and having fun at work
- Willingness for geographical mobility and travel
- Thrive in a dynamic, high-paced environment including hands on learning
- Ability to work on different projects while prioritizing tasks
- Ability to be self-motivated in interacting with internal teams, partners, and customers
- Ability to problem solve new and complex systems on the fly including multiple variable problems
- Must excel working under pressure with the ability to meet tight deadlines
- Self-motivated, driven, success-oriented, highly organized individual with collaborative communication style
- Multidisciplinary technical knowledge (civil, mechanical, electrical/IT) – mechanical/electrical/managing degree
- Min 3 years of experience in the position. 5 would be beneficial
- Processes of purchasing and shipping materials and equipment
- Plant erection and start-up processes
- Project Risks Analysis
- Product and site safety
- Strong teamwork skills
- Customer orientated/focused

To Apply:

Go to https://spectris.wd3.myworkdayjobs.com/HBK_Careers/job/Shanghai-CN/HiL-Sales-Engineer_15418