

CADFEM India is hiring for the position of “**Regional Technical Manager**”.

The Company:

- A division of CADFEM International GmbH, Germany having a presence in 21 countries with over 450+ employees and 100+ Million Euros Revenue
- Leader in providing best in class CAE tools across the globe since 1982
- Providing end-to-end Simulation solutions including Software, Hardware, Consulting, Training, Support
- Our mission: Enablement through Digital Engineering!

Job Summary

Join the CADFEM Ansys Customer Excellence (ACE) team to partner with our customers to engineer what's ahead, solve their real-world engineering problems by deploying the Ansys products in their design workflows.

The Regional Technical Manager acts as the focal and coordination point for all sales technical support (presales) activities of the Regional Sales team. You will be part of our vibrant technical community working within multi-disciplinary teams to advance your knowledge, experience, and business impact.

Key Duties and Responsibilities:

- Coordination of customer-facing presales activities in the assigned region across the entire ANSYS portfolio including services
- Lead in coordinating and executing all technical activities throughout the sales opportunity such as technical discovery, product presentation, demonstration, and evaluations
- Qualification of opportunities before a technical team member is asked to get involved
- Building the optimal team for each client situation, ranging from new prospects to higher-level managers
- Optimal mapping of the ANSYS software and services portfolio to specific customer situations
- Assistance to the sales team in achieving and exceeding their objectives and sales plans through the full portfolio positioning.
- Assistance in industry/customer-specific marketing activities
- Judgement when to bring in other experts, and agreement with management colleagues to make such expertise available for sales support in a timely and effective manner

Desired Candidate Profile:

- Master's degree in Mechanical, Electrical, Electronics Engineering or other technical discipline
- Minimum of 5 years of experience, in customer support, customer consulting services, or related customer-facing activities in a software engineering environment
- Advanced knowledge of simulation processes and workflows
- Advanced knowledge of ANSYS simulation products in one of the following areas: Structures, Fluids, Thermal, Electromagnetics, Electronics, Embedded system software
- Organizational, time & project management skills
- Communication, rhetoric, presentation & interpersonal skills
- Leadership, and team management skills and experience
- Willingness to change & ability to work efficiently in a dynamic environment
- Minimum travel of 30%

The Benefits:

- Our motto "Simulation is more than software" enables a rejoicing and greater appreciation of diverse physics
- Varied tasks with responsibility and a steep learning curve.
- Work as part of a dynamic team of experts at the cutting edge of technology.
- A forward-looking environment with plenty of freedom and ongoing training resources for professional and personal development.
- Special attention to work-life balance.