CADFEM®

Simulation is more than Software.

CADFEM India Pvt Ltd. : Regd. Office: 6-3-191/C/1, Fortune 9, Tower 2, 6th Floor, Somajiguda, Hyderabad – 500 082, India

CADFEM India Pvt. Ltd. is hiring for the position of "**Manager– Embedded Systems**". Share your CV to hr@cadfem.in

The Company:

- Founded in 1985, CADFEM is one of the pioneers in the use of digital simulation in product development and an Elite Channel Partner of ANSYS, the world leader in numerical simulation.
- Has over 500+ employees worldwide who help customers find the best simulation solutions for efficient product development.
- 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, and deploy leading embedded software solutions for aerospace, automotive, and industrial customers. As a hands-on subject matter expert, you will use expert-level engineering knowledge to provide and lead a team for technical pre-sales support, perform professional services, and help translate customer requirements into exciting new product features. You will be working within multi-disciplinary teams to create pervasive simulation solutions, advance your industry knowledge, and grow the business impact.

Lead an application engineering team to create customer awareness, sales, and support readiness for the Embedded Software, Safety Analysis, Systems Engineering, Model Based Systems and Software Engineering business unit. Create and execute a sales strategy to support the growth goals for the Business Unit, including delivery of product messaging, pre-sales content, and product training and documentation.

Key Duties & Responsibilities:

- Lead a team of Application Engineers responsible for delivering value-based messaging, pre- and post-sales support across a product family.
- Supervise a team of application engineers in executing all technical activities throughout the sales opportunity lifecycle including technical discovery, product presentations, demonstrations, evaluations, and deployments to drive software sales in new accounts and expand in existing accounts.
- Assist in annual performance review for team members
- Own the development of account plans and technical campaign kits aligned with business growth objectives and key initiatives.
- Partner with sales account managers to review opportunities, forecast, build pipeline, prioritize engineering resources, develop ideas and support execution of new business growth initiatives.
- Ensure quality and timely execution of all technical campaigns and customer support tickets in alignment with business growth objectives.
- Support the successful delivery of all product launches and releases through active field testing.
- Lead/Assist in coordinating and executing all technical activities throughout the sales opportunity lifecycle such as technical discovery, product presentations, demonstrations, and evaluations for ANSYS Model-Based Development (MBD) solutions.
- Understand the software development and verification challenges at large automotive and aerospace customers including various tools and processes being used and guide complex sales engagements into successful outcomes.
- Position and articulate the value of Ansys MBD solutions addressing the weakness and challenges in customers' current process to deliver the expected outcome.
- Develop example projects, and proof of concepts based on the customer use cases and deliver workshop/training.
- Delivers thorough technical training and advice for engineering teams.
- Drive Systems Engineering processes on your engagements
- Create and validate MBSE models including Stakeholder Needs/Requirements; Behavioural Diagrams; Structural Diagrams; Measures of effectiveness/technical performance measures.
- Support the development of connectivity between MBSE tools and other hardware design/analysis tools.
- Create specifications, interface descriptions, execute trade studies and analyses.
- Lead multiple tool and environment integrations.
- Develop and share best practices, mentor and train others.

- Mentor team members, including, but not limited to, providing the team with effective guidance to support key goals.
- Engage with key customer stakeholders to establish the Ansys value proposition, understand their product design needs, develop, and implement best simulation practices to improve customer productivity.
- Support field and digital marketing by delivering technical content in events and seminars.

Desired Candidate Profile:

- Master's degree or foreign equivalent in Electrical or Electronics Engineering or a related field of study, and 8+ years of Systems Engineering, Modelling & Simulation, or related field and 4+ years of experience in Model Based Systems Engineering (MBSE).
- Alternate Acceptable Education and Work Experience Requirement: Bachelor's degree or foreign equivalent in Electrical or Electronics Engineering or a related field of study, and eight (10) years of experience in a related occupation.
- Work experience or academic coursework must have included: model-based embedded software design flows and tools (e.g. SCADE, Simulink, …) or model based design techniques like UML/SysML, MATLAB/Simulink
- Experience in MBD solutions (any tool), code generation and V&V activities is a plus.
- Knowledge of RTCA DO-178B or C, ISO 26262, AUTOSAR, MISRA, ASPICE
- Knowledge of SIL/MIL/ HIL concepts
- Strong programming skills in C, embedded software, and Python scripting are required.
- Excellent presentation and communication skills, and comfortable discussing technical concepts with people of different levels of knowledge and experience.
- Engaging personality, engineering curiosity and willingness for continuous learning
- Detail-oriented and organized, with the ability to work independently as well as part of a team, respecting deadlines, and customer requirements.
- Ability to travel up to 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.