



Q U E S T
TECHNICAL
RESOURCES

Executive Search & Recruiting

Servicing United States and Canada:

Specialized Information Technology Recruiting Professionals
Contingency, Retained, & Contract Recruiting Engagements

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February 21, 2019

Application Engineer (Pre and Post Sales)

Computer Aided Engineering (CAE) Technology

Location: Detroit, MI

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-) Our client is an established CAE software technology firm with exclusive technology in 3D enterprise collaborative file sharing, embarking on an aggressive exciting growth strategy in the United States. Fulltime permanent position with competitive salary and benefits.

The Job and responsibilities:

-) Lead Simulation and CAE projects and pre-sales activities as a member of the sales team. Work closely with the sales and customers to understand the current customer CAE environment & their requirements to enhance their CAE needs, guiding them thru Proof of Concept, and deliver the projects by working with the product team. Work with CAE analysts as well as IT teams to understand customer requirements and help with technical solutions and proposals.
-) Create Webinars, product demos and presentations around software to showcase the power of high quality graphics

Required and desired skills:

-) 4 + CAE Analyst working experience using post processor solvers including Abaqus FEA, Nastran FEA
-) Python Scripting
-) Ability to write technical & project proposals to implement CAE Data Management and CAE Process Management
-) Experience with pre sales & post sales activities such as presenting product demonstrations, webinars, gathering customer requirements, writing proposals and implementation plans and working with clients to implement new technology, product training, general customer support, and general marketing activities.
-) Excellent people skills and ability to interface effectively with customers and clients
-) Automotive Experience is a Plus
-) 4-year degree in Mechanical Engineering or equivalent, Masters or PhD a plus
-) Work authorization: US citizen, Green card, or active H1B status. Prefer Detroit based residents.
-) Light Travel to customer sites, mostly local Detroit with some air travel.