

JD: Technical Solution Consultant – SIMULIA Abaqus

Role Overview:

The Technical Solution Consultant – SIMULIA Abaqus will work closely with the sales team to support customer engagements by understanding engineering challenges, delivering technical presentations & demonstrations, conducting evaluations & proof-of-concept studies, and recommending suitable simulation solutions. The role involves end-to-end customer interaction including technical discussions, solution positioning, onboarding, user training, ongoing technical support, and ensuring effective adoption of simulation tools. The individual will also contribute to customer engagement activities such as seminars, webinars, and workshops, while building strong relationships and driving overall customer success and business growth.

Key Responsibilities:

- Support technical pre-sales activities including customer meetings, presentations, and solution discussions.
- Understand customer engineering requirements, identify pain points, and map them to appropriate simulation solutions using Abaqus and related tools
- Deliver customized software demonstrations based on customer applications and requirements.
- Conduct evaluations, proof-of-concepts (PoCs), and benchmark studies to validate solution effectiveness.
- Prepare technical proposals, solution recommendations, and effort estimates.
- Address technical queries and objections while positioning solutions against competitors.
- Coordinate with internal sales, delivery, and support teams to ensure alignment and successful deal progression.
- Conduct end-user training sessions, onboarding programs, and workshops to enable customer adoption and effective usage of simulation tools.
- Provide post-sales technical support, troubleshooting, and simulation guidance.
- Support customers in model setup, solver usage, convergence issues, and workflow optimization to ensure successful outcomes.
- Maintain customer engagement to ensure satisfaction and identify expansion opportunities.
- Contribute to knowledge-building activities such as creating demo models, benchmark cases, reusable assets, and technical documentation.
- Deliver technical presentations in seminars, conferences, and customer events to promote simulation solutions and build thought leadership.
- Support marketing and demand-generation activities through technical sessions, campaigns, and customer outreach programs.
- Travel to customer locations for meetings, demos, training sessions, seminars, and workshops as required.

Conceptia Software Technologies Private Limited

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Skills Required:

- Strong engineering fundamentals in mechanical design, simulation, product development, and manufacturing processes.
- Good expertise in nonlinear FEA, contact mechanics, and material modeling. Ability to understand customer problems and translate them into simulation-driven solutions with clear business value.
- Strong communication, presentation, and customer engagement skills with the ability to present in seminars, webinars, and technical events.
- Capability to handle both pre-sales activities and post-sales support responsibilities effectively.
- Problem-solving mindset with ability to troubleshoot simulation and workflow-related issues.
- Ability to independently plan and execute customer-facing activities such as demos, training programs, and workshops.
- Willingness to travel for customer-facing activities including demos, training, seminars, and support engagements.

Experience Required:

5+ years of experience in SIMULIA Abaqus / ANSYS/ Hypermesh, or similar CAE tool, with exposure to customer-facing roles & responsibilities.

Minimum Educational Qualification:

B.E / M.Tech in Mechanical Engineering or related discipline.

Location:

Mumbai / Delhi

Type:

Full Time role based out of Mumbai/ Delhi office

About Conceptia Konnect

Conceptia Konnect is a leading engineering solutions provider and authorized Dassault Systèmes partner, offering SOLIDWORKS, 3DEXPERIENCE, and SIMULIA product portfolios. Established in 2001, we bring over 20+ years of experience as a trusted reseller, serving customers across multiple industry verticals including manufacturing and defense. With a strong and established client base, we enable organizations to accelerate product development through design, simulation, and digital transformation solutions. Known for our consistent year-on-year growth and high customer satisfaction, we are continuously expanding our operations and offer an exciting opportunity to be part of a fast-growing CAD/CAM/CAE solutions organization.

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