

## JD: Technical Solution Consultant – SIMULIA CST Studio Suite

### Role Overview:

The Technical Solution Consultant – SIMULIA CST Studio Suite will collaborate closely with the sales team to drive customer engagements by understanding electromagnetic and high-frequency design challenges, delivering high-impact technical presentations and demonstrations, conducting evaluations and proof-of-concept studies, and positioning optimal simulation solutions. The role involves end-to-end customer interaction, including solution advisory, onboarding, user training, technical support, and ensuring effective adoption across applications such as antenna design, RF and microwave systems, EMC/EMI analysis, and electromagnetic performance validation. The individual will also contribute to seminars, webinars, and technical workshops while building strong customer relationships and driving sustained business growth and value realization.

### Key Responsibilities:

- Support the sales team in technical engagements including customer meetings, requirement discussions, and solution positioning.
- Understand customer challenges across electromagnetics, RF, microwave, signal integrity, and EMI/EMC domains, and map them to CST Studio Suite solutions.
- Deliver high-quality, application-focused demonstrations covering antenna design, electromagnetic simulation, RF components, and system-level analysis.
- Conduct evaluations, proof-of-concept (PoC), and benchmark studies to validate CST capabilities on real-world applications.
- Assist in technical proposal preparation, solution recommendation, effort estimation, and provide strong technical justifications.
- Address technical queries and objections during the evaluation cycle, including competitive positioning.
- Conduct onboarding programs, user training sessions, hands-on workshops and provide technical support by troubleshooting issues to ensure effective customer adoption and utilization of the tools.
- Guide customers on best practices, workflow optimization, model efficiency, and performance improvement in electromagnetic simulations.
- Maintain continuous customer engagement to ensure satisfaction, identify new use cases, and support expansion and upsell opportunities.
- Deliver technical presentations at seminars, industry events, and conferences, and plan and conduct webinars, Hands-On Technical Days (HOTDs), and workshops for demand generation.
- Collaborate with internal teams (sales, marketing, support) and develop reusable technical assets such as demo models, benchmark cases, and application notes.
- Travel to customer sites for meetings, demonstrations, training, and technical workshops as required.

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#### Conceptia Software Technologies Limited

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## Skills Required:

- Strong fundamentals in electromagnetics, RF and microwave engineering, antenna design, and EMI/EMC analysis, with hands-on expertise in CST Studio Suite across high-frequency simulation including time-domain and frequency-domain solvers, antenna design, and system integration.
- Ability to understand customer problems and translate them into effective simulation-driven solutions with measurable business impact.
- Strong communication, presentation, and interpersonal skills with the ability to clearly explain complex technical concepts to diverse audiences.
- Experience in delivering technical demonstrations, training sessions, and workshops for engineering users.
- Problem-solving mindset with the ability to troubleshoot simulation issues, optimize workflows, and manage multiple customer engagements simultaneously with a strong sense of ownership.
- Willingness to travel for customer-facing activities including meetings, seminars, training sessions, and workshops.

## Experience Required:

5+ years of experience in CST Studio Suite / Ansys HFSS, or similar electromagnetic simulation tools.

## Minimum Educational Qualification:

B.E / M.Tech / PhD in Electronics & Communication Engineering, Telecommunications Engineering Electrical Engineering, RF & Microwave 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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