

 Conceptia Software Technologies Ltd.	JOB DESCRIPTION	Doc. No.	CSC/HRD/FR/23
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Title	Application Engineer - Presales
Business / Functional Group	SOLIDWORKS Technical
Number of Vacancy	1

RESPONSIBILITIES:

- Engage with prospective customers to understand their workflow and use this knowledge to recommend effective solutions from the SolidWorks & 3DEXPERIENCE Portfolio of Solutions
- Conducting Product demonstrations of SOLIDWORKS & 3DEXPERIENCE Portfolio of Solutions
- The ability to understand the needs of customers and to work closely with them and others in our extensive technical support team to present solutions to meet client needs.
- Create Custom Demo content based on Customer requirement for product demonstration.
- Work on Benchmark activity to demonstrate the tool capability.
- Ability to work with our customer base across a wide range of industries providing proactive visits and exceptional customer service.
- Become a certified Application Engineer as per the norms of SolidWorks, Dassault Systemes by completing the required Groups of certifications within a stipulated timeline.
- Conduct webinars covering specialized modelling topics that are broadcast to the general audience of SOLIDWORKS users and potential users.
- Work with Sales/Technical/Marketing in creating technical content such as blogs & videos.
- Complete the customer engagement /Technical activity assigned by OEM Dassault Systemes SOLIDWORKS and document the same.
- Provide technical assistance and guidance to customer/team via phone or Email as and when your expertise/support is required.
- Update all your day-to-day technical activities planned /completed in VTIGER CRM.

PERSON PROFILE:

- B.E in Mechanical
- Minimum of 3+ years of experience utilizing SolidWorks/Creo/Inventor or any other CAD Tools
- Good knowledge and understanding of engineering processes and terminology of mechanical CAD and design industry.
- Strong communication, presentation skills & Customer handling skills.
- Ability to Quickly Learn and demonstrate the same.
- Good troubleshooting/problem solving skills.
- Strong written and oral communication and presentation skills.

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METHOD OF WORKING:

- Office

WORK TIMING:

Mon – Friday: 8.30 AM – 5:30 PM
Note: 1st and Last Saturday of the month working

COMPENSATION & BENEFITS:

4 LPA – 5 LPA, Health insurance+ Group insurance and fixed annual leaves

NOTES: