

Technical Lead (FEA) – United Arab Emirates

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Company: Fluid Codes

Location: , , United Arab Emirates

Category: other-general

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JOB SUMMARY
ESSENTIAL FUNCTIONS
Provide high-quality efficient pre/post-sales technical support to our customers, through email and telephone. Develop technical support repositories that help ANSYS customers to be productive and efficient. Support the sales team in the engagement with the customers from the technical point of view, by creating elegant and useful simulation solutions, participating in meetings, performing live presentations as well as demo cases, and developing case studies to show the customers how the ANSYS solutions can help them to improve their productivity and revenue. Provide basic and advanced training for new and existing customers. Responsible for articulating ANSYS' value proposition which may encompass its entire suite of products; the presentations must affirm the sales message, differentiate ANSYS, and leave a strong and positive impression to audiences which can include senior company executives. Work independently to analyze technical needs, requirements, and state of a customers' current infrastructure, operations, and engineering workflows. Develop and strengthen long-term relationships with customers. Work collaboratively with Customers to ensure their successful use of ANSYS products, sustain a renewals revenue stream and cultivate opportunities to expand software licenses. Be proactive regarding new opportunities related to Structural Analysis or any other ANSYS product.

DESIRED CANDIDATE PROFILE
Please note that candidates already located in the UAE will be preferred. The candidate should ideally have the following profile: Hold a MsC/PhD in Mechanical/Civil, Aeronautical Engineering. Have a minimum of 8 years of proven experience in solving Structural Engineering problems, of which 4 at least

using ANSYS tools for Finite Element Analysis (FEA).Have a strong background in Structural and Thermal engineering.Have an overall culture in Structural Analysis (Static Structural, Linear, Non-Linear, Spectrum, Harmonic, Random Vibration, Explicit Dynamics...).Knowledge about ANSYS Mechanical (APDL).Knowledge about ANSYS Spaceclaim/DesignModeler.Knowledge about Engineering Codes and Standards (ASME, API...).Excellent communication skills in English (writing and presenting).Strong interpersonal and communication skills, with the ability to facilitate and conduct webinars and presentations to customers.Logical problem-solving approach and the ability to clearly communicate the situation and proposed solution to the customer.Possesses a sense of urgency, strong organizational and follow up skills.Have an engaging personality, engineering curiosity, willingness for continuous learning and professional mindset.Multiphysics oriented.Team player.Have the ability to travel up to 20%.SALARYTo be discussed depending on proven skills and experience. Job Title Technical Lead (FEA) – United Arab EmiratesAccelerate your digital transformation with engineering simulation solution #J-18808-Ljbffr

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