

# Turkey Jobs Expertini®

## Presales Solution Consultant

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Company: Siemens Finansal Kiralama A.S.

Location: İstanbul

Category: other-general

### About us

**Siemens Digital Industries Software - Transform the everyday.**

**Let's make the difference together!**

### Meet the team -

Siemens Digital Industries Software is a leading provider of solutions for the design, simulation, and manufacture of products across many different industries. Formula 1 cars, skyscrapers, ships, space exploration vehicles, and many of the objects we see in our daily lives are being conceived and manufactured using our Product Lifecycle Management (PLM) software.

We offer a role with responsibility, independence and the possibility to contribute proactively.

We foster a teamwork culture with room for individual development

### About the role

We are currently looking for a dedicated PreSales Solution Consultant – Mechanical Simulation to join our exciting fast growing team.

Can you create meaningful business relationships with customers and understand what a customer really needs? Do you understand how to build real value through software solutions? If that's a yes, then you could be at the heart of our Turkish PreSales team!

The role requires you to have an expertise in Mechanical Simulations for various industries, covering a wide area of solutions from our Xcelerator portfolio.

PreSales are essential to our sales process - they are the people that bring our products to life. They spend time understanding what customers need and match their requirements with

our products and offerings. Instrumental to a successful sales process, they show the powerful capabilities and opportunities with our industry leading technology.

### **Area of responsibility**

Respond promptly and professionally to requests for support from Portfolio Development and Sales, maintaining a schedule of commitments. Support requests could include, demo, benchmarks, responding to Requests for Proposals (RFPs) etc.

Present and demonstrate our Mechanical Simulation solutions in a sales pursuit, in the context of a particular customer's business need, with an emphasis on business value.

Work with customers in a consultative mode to assist in their deployments and further implementation of the solutions.

Competitive analysis and feedback on market trends and development to the Portfolio Development and Sales Management.

Have a clear and up-to-date understanding of Mechanical Simulation capabilities and limitations and be able to clearly communicate to Product Development any gaps that have an impact on customer success and work effectively to achieve capability improvements.

### **Your qualifications**

You feel comfortable in all levels in a company you talk to, project and department leaders as well as to the executives and C-Level.

Knowledge of one or more of 3D mechanical simulation software, like ANSYS, Abaqus, or SolidWorks. This includes understanding finite element analysis (FEA), Computational fluid dynamics (CFD), and other relevant simulation disciplines.

Proficient knowledge of linear structural analysis both static and dynamic. Experience with complex scenario modelling (contacts, bolt pre-loading, etc.)

Simulation Portfolio Awareness: While specializing in 3D mechanical simulation, familiarity with the broader simulation software portfolio your company offers is crucial. This allows them to identify opportunities where other simulation solutions (e.g., CFD, thermal, electromagnetic) could benefit potential customers.

Experience from the automotive, aerospace, or mechanical industries.

Understanding of how Simulation fits into the bigger picture

Some knowledge of Non-linear implicit / explicit structural, thermal, electro-magnetic and/or motor design and multi-body simulation would be desirable.

Self-supporting, able to work without supervision, able to travel away for short periods.

Educated to degree level in engineering or related technical subject area.

Turkish and English language spoken and written to a high level of proficiency.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, sex, gender, gender expression, sexual orientation, age, marital status, veteran status, or disability status.

### **We are Siemens**

A collection of over 377,000 minds building the future, one day at a time in over 200 countries. We're dedicated to equality, and we welcome applications that reflect the diversity of the communities we work in. All employment decisions at Siemens are based on qualifications, merit, and business need. Bring your curiosity and creativity and help us shape tomorrow!

We offer a comprehensive reward package which includes a competitive basic salary, bonus scheme, generous holiday allowance, pension, and private healthcare.

### **Siemens. Making real what matters**

If you want to make a difference – make it with us!

#LI-PLM

#LI-IG1

#LI-Hybrid

#FEA

#CFD

#siemens

#NX

#Teamcenter

#Simcenter

#Transformtheeveryday

#PLM

#CAD

#Simulation

#IoT

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