Altair is hiring!

Senior Application Engineer – EDEM (Brazil, Mexico, Canada or US) – Job ID 40908

Apply Here for this opportunity

Senior Application Engineer (EDEM)

Do you like a challenge, are you a complex thinker who likes to solve problems? If so, then you might be the new Altairian we are searching for. At Altair, your curiosity matters. We pride ourselves on a business culture that enables open, creative thinking, and we deeply value our employees and their contributions towards our clients’ success, as well as our own.

Job Summary:

We are seeking a Senior Engineer who will be a part of our Global Technical Team (GTT) with a focus on the product EDEM. The GTT is a worldwide group of technical specialists, whose key responsibility is to help customers be successful with the Altair Simulation suite of products. The candidate will provide consulting services, training, and support to customers and new prospects. The role involves exposure to a wide range of product development problems that customers can solve using Altair EDEM software and exposure to EDEM coupled solutions such as EDEM-CFD, EDEM-MBD and EDEM-FEA.

The Senior Application Engineer will work as a part of the global team with a focus on sales and technical support for the Americas.

Further Information about Altair-EDEM can be seen here: https://www.altair.com/edem/

What You Will Do:

- Provide technical support for EDEM customers with product-specific issues
- In partnership with the Sales teams discuss potential sales opportunities and perform technical analysis and qualification of potential customer projects, in rare cases, on-site with the customer
- Design and conduct Altair product presentations and demonstrations, which include standard and/or customized training, Q&A, and technical discussions with the customer
- Propose consulting services to customers who need assistance to resolve challenging problems and build solutions of demanding complexity
- Execute consulting Services projects end-to-end
- Manage customer expectations to ensure maximum satisfaction with Altair’s products and services
- Liaise between customers and software development team to drive new feature requests into future product releases
- Create digital content in the form of white papers, videos, example & demo models or workflows and publish using the Altair One platform

What You Will Need:

Basics:
• Bachelor or Master of Science in Mechanical/Aerospace/Automotive Engineering or Applied Mathematics
• Experience in the application of CAE technology for commercial applications.
• Ability to collaborate with all levels of technical users and management
• Excellent presentation skills
• Aptitude for solving engineering problems
• Willingness to travel throughout region as required
• Good communication skills in English (Oral and Written)
• Strong interpersonal skills

Preferred:
• Experience with Discrete Element (DEM) software
• Previous HyperWorks or EDEM experience a strong plus
• Demonstrated ability to execute and manage projects for on-time delivery within budget with high customer satisfaction

How You Will Be Successful:
• Envision the Future
• Communicate Honestly and Broadly
• Seek Technology and Business “Firsts”
• Embrace Diversity and Take Risks

What We Offer:
• Competitive Salary
• Comprehensive Benefit Package
• Outstanding Work/Life Balance
• Flex Time
• Employee Stock Purchase Program
• 401(k) with matching contributions
• Unlimited vacation and Unlimited sick days
• Paid holidays
• Paid Time Off for Community Service
• Collaborative environment
• Charitable Matching Program
• Employee Stock Purchase Program

Why Work with Us:
Altair is a global technology company providing software and cloud solutions in the areas of product development, high-performance computing (HPC) and artificial intelligence (AI). Altair enables organizations in nearly every industry to compete more effectively in a connected world, while creating a more sustainable future. With more than 3,000 engineers, scientists, and creative thinkers in 25 countries, we help solve our customer’s toughest challenges and deliver unparalleled service, helping the innovators innovate, drive better decisions, and turn today’s problems into tomorrow’s opportunities.

Our vision is to transform customer decision making with data analytics, simulation, and high-performance computing and artificial intelligence (AI).
For more than 30 years, we have been helping our customers integrate electronics and controls with mechanical design to expand product value, develop AI, simulation, and data-driven digital twins to drive better decisions, and deliver advanced HPC and cloud solutions to support unlimited idea exploration. To learn more, please visit altair.com.