



AMAR VISHAL

ENGINEERING SALES

CONTACT

+49 152 55825941

amarvishal01@gmail.com

Düsseldorf, Germany

<https://amarvishal01.github.io/sales-cae/>

SKILLS

- Territory planning,
- Discovery (SPIN/MEDDIC-lite),
- Demo orchestration,
- Proposal & pricing,
- Negotiation,
- ROI modeling,
- MAPs,
- CRM workflows (SFDC/HubSpot),
- NX/Teamcenter,
- FEA literacy,
- CFD scoping

LANGUAGES

- English (Fluent)
- German (Fluent)
- Hindi (Native)

MECHANICAL ENGINEER (M.SC.) | NX/TEAMCENTER, FEA | EN/DE

Results-driven technical seller who bridges CAE simulation with business outcomes. Built and ran a Germany B2B pipeline end-to-end (discovery → demo → proposal), tightened spec-gathering and ROI framing to shorten solution cycles, and partnered with engineers to validate performance. Comfortable with cross-cultural selling (EN/DE) and ~30% travel.

CORE STRENGTHS

Territory & account planning • Discovery & qualification (SPIN/AMPP) • Demo orchestration • Proposal & pricing support • Objection prevention • Forecasting & pipeline hygiene • Stakeholder mapping & negotiation • CRM workflow design • Sales collateral & enablement

TOOLS & DOMAINS

CAE/PLM: Siemens NX, Teamcenter; Altair HyperWorks | Analysis: FEA (structural); initiated CFD studies | Business: Microsoft 365, CRM hygiene, presentation building

EXPERIENCE

Engineering Sales – OMB Vertriebsmanagement GmbH | OMB Japan K.K.

Apr 2023 – Present | Cologne, DE (EU market focus)

- Built and ran a Germany-focused B2B pipeline; led discovery → demo → proposal across manufacturers and technology buyers.
- Reduced solution cycle time by tightening requirements capture, stakeholder alignment, and ROI framing; coordinated technical validations with engineering.
- Authored technical collateral and sales decks; created CRM workflows, improving forecast accuracy and pipeline hygiene.
- Represented a Japanese tech client at European industry exhibitions; translated complex specs and mediated EU-customer requirements for market entry.
- Collaborated with management, marketing, and vendors to drive promotional materials and support receivables follow-up.

Technical Support (Working Student) – Covetrus

Jun 2022 – Mar 2023 | Düsseldorf, DE

- Provided remote/on-site support for diagnostic equipment & software; maintained high customer satisfaction and system uptime.

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Quality Control Intern - SprintRay Inc.

Oct 2021 - Mar 2022 | Weiterstadt, DE

- Performed metrology and process checks on high-precision 3D-printed dental products; contributed to process improvement.

Student Assistant - Fraunhofer IPA

Apr 2020 - Oct 2020 | Bayreuth, DE

- Applied machine vision for automated defect detection/classification in complex 3D-printed components; validated via metrology.

EDUCATION

- Hochschule Bochum - M.Sc., Mechanical Engineering
- Babu Banarsi Das University - B.Tech., Mechanical Engineering

LANGUAGES

English (Full Professional), German (Full Professional), Hindi (Native)

ADDITIONAL

Cross-cultural selling (EN/DE); comfortable with ~30% travel • Available across Germany/EU