

Since its foundation in 1925, the DEKRA promise has been to ensure the safety of human interaction with technology and the environment. The company currently employs around 48,000 people in more than 60 countries on all five continents.

We have a clear and ambitious vision of the future. The vision for our 100th birthday in 2025 is to see DEKRA as the global partner for a safe, *secure* and *sustainable* world.

An exciting opportunity has arisen at Digital Trust Service Unit in India. This area is focused on innovating safety and security by creating intelligent testing solutions and providing Safety related serviced that contribute to making the digitalized and connected world a safer place.

DEKRA is not just offering a job but a meaningful career and unique experience to keep growing professionally. Therefore, if your passion, like ours, is safety and security, you value a friendly environment; you want to work with a group of people with high technical knowledge, dynamic, in continuous training, and with great international projection We're seeking a Technical Sales Professional specializing in ISO 26262 in the area of Automotive, Railways, Aerospace to drive revenue growth in functional safety certifications and audits. In this role, you'll bridge technical expertise with sales acumen, helping clients in the various domains to help achieve compliance with ISO 26262 standards for safety-critical systems. Come join our team!

What will be your responsibilities?

- Conduct technical consultations on ISO 26262 compliance, audit, certification combines with technical presales
 - Identify and qualify leads in data protection, cybersecurity and functional safety markets, focusing on Indian and APAC regulations in domains like Automotive, Railways, Critical Infrastructure etc.
 - Deliver trainings, projects in functional safety for certification tools, training, and auditing services.
 - Collaborate with auditor/assessor teams to customize proposals for functional safety, cybersecurity, data protection regulations in India.
 - Build relationships with accreditation bodies and attend industry events in India namely Cybersecurity, Functional Safety conferences.
 - Assist in negotiating sales contracts, upselling integrated services with ISO 21434/IEC 62443/Process Safety.
 - Coordinate for sales understanding and alignment with different site stakeholders,
- What do we expect from you?**

- Bachelor's or Master's degree in Mechanical Engineering, Software Engineering, or a related field.
- Minimum 5 years of hands-on experience in system/software/hardware design or development in any of the fields like Automotive, Railways, Aerospace.
- Knowledge of functional safety implementation and business understanding for products, solutions, services in related domain of experience.
- Proven Team leader or project management experience

- Team leadership or experience managing cross functional teams.
- Projects and tasks coordination skills
- Ability to manage multiple projects simultaneously
- Proactive and good communication skills
- Advanced English proficiency, both written and spoken.
- Other languages are a plus.