

# Harsha Kolar

## Consulting, Pre/Post Sales Support & Business Development

- Around 20 years of experience in the field of Simulation Driven Design
- Served in various capacities, ranging from Project Engineer, Simulation Engineer, Senior Design Engineer, Team Leader, Technical Manager- Pre-Sales, Consultant & Business-Dev Manager.
- Good working with people and business processes.
- Maintaining and improving relationships with the customers.
- Identifying opportunities and converting them into business.
- Have a track record for delivery excellence and building motivated teams.
- Establishing CAE methods/procedure for product development.
- Experienced in ensuring quality for CAE Products/Support/Services.

## Work Experience

### 2020-2024 (March) CAEfatiigue Global Support & Enablement

#### Hexagon AG

- My primary objective has been to promote the CAEfatiigue Vibration suite across Indo-Pacific markets. I conducted seminars for automotive, aerospace, and heavy engineering sectors, gathered user feedback, resolved issues, and provided training to customers track usage in the region and contribute for the target revenue generations.

### 2016-2020 (Feb) Consulting,Business Development & Sales

#### CAEfatiigue LTD (Part of the Core Team)

- Primary objective has been in promoting CAEfatiigue Vibration suite across all segments of India markets.
- Conceptualized and conducted multiple seminars for the core product companies among verticals like Automotive, Aerospace, and Heavy Engg to create awareness on the advantages / benefits of upfront ROI with CAEfatiigue vibration suite.
- Gathering user feature requests & passing it to internal team, interacting with customers, understanding their CFV usage, Mitigating unresolved issues both technical and business side.
- Hand-holding customers with training and CFV usage for customers under APA - Altair Pratner Alliance Program.

### 2014-2015 Consulting Engineer - MSC Software & SimuFat

- Consultant to MSC Software, being MSC consultant, was involved in supporting onsite customer interactions and trainings. And doing Pre sales, Post Technical - Support for CAEfatiigue Vibration suite in India for SimuFat.

### 2012-2014 Technical Manager (Pre Sales) - MSC Products

#### Aditya Infotech LTD

- I collaborated with the Regional Sales Manager across territories and Channel Sales Director at MSC Software to enhance product positioning and support sales efforts across India. I also assisted the marketing team with go-to-market strategies and provided post-sales technical support.

## CONTACT

- Location : Bengaluru
- Mobile : +91-9886296366
- harsha.kolar.india@gmail.com

## SOLVER SKILLS

- CAEfatiigue,nCode,
- MSC Nastran  
ABAQUS & ANSYS

## PRE/POST TOOLS

- MSC Patran, MSC Random, Hyperworks, ANSA Beta-CAE & CFV Process Flow

## LANGUAGES KNOWN

- Kannada
- Tamil
- Hindi
- English

## DOMAIN KNOWLEDGE

- Linear Statics
- Dynamic Analysis
- Non- linear Analysis
- Composites
- Fatigue & Fracture Mechanics

## SPONSORED TRAINING

- A. Introduction to Vehicle Noise and Vibration by Professor M.J.Brennan and Dr.P.F.Joseph from Institute of Sound and Vibration Research, University of Southampton. ( SAE Top Tech Program )
- B. Introduction to Composites by Dr. Viswanath from National Aerospace Limited, Bangalore

## 2010-2011 Consulting Engineer - CAE Practice

### Geometric LTD, BU-Bangalore

Deputed under the CAE Practice Head, Roles & Responsibilities were

- Coaching, mentoring, and supervising project teams and contractors. identify bottlenecks, conducted project research, performed project postmortems to identify successes and failures, and developed and delivered progress reports, proposals, requirements documentation, and presentations.

## 2009-2010 Team Leader-CAE

### Geometric LTD, BU-Bangalore

Roles & Responsibilities were

- I defined project scope, goals, and deliverables in collaboration with senior management and stakeholders, managing project development from start to finish. I developed project plans, communicated expectations clearly, tracked milestones, managed dependencies, and submitted quotes, negotiating as necessary to secure contracts.

## 2006 - 2009 Simulation Engineer / Senior Design Engineer

### Geometric LTD, BU-Bangalore

Roles & Responsibilities were

- I understood the project scope, goals, and deliverables, determined analysis requirements, identified methods and procedures, and evaluated results. I recommended design modifications, coordinated with the design team, prepared technical documentation, and conducted design presentations. I managed simulation tasks, distributed them based on abilities, tracked progress, ensured timely delivery, and provided mentoring to subordinates.

## 2004-2006 Project Engineer -CAE

### CSM Software Pvt LTD,Bangalore (Solize)

Roles & Responsibilities were

- Support projects from finite element-generation through running solvers and post-processing.
- Perform Element quality checks for the given targets.
- Perform sanity checks on the FE-model for thickness & material properties with help of solvers.
- Prepare a case study for a particular load case before employing it in the project.
- Prepare hand calculations to make sure necessary inputs are employed in the simulations.
- Develop a detailed FE-model according to the specifications and conduct a validation assessment of the design for the required load cases by doing appropriate simulations accordingly.

## Educational Background

### 1999-2003 - Bachelor of Mechanical Engineering

East Point College of Engineering & Technology - VTU

## REFERENCES

- Dr. Viswanath, Former Head of Structures , National Aerospace Laboratories India.
- Dr. Neil Bishop , Former CEO - CAEfatiue LTD, Managing Director Enablement - Hexagon AG
- Dr.Stuart Kerr , Formerly - Key Accounts Manager, CAEfatiue LTD. Product Manager - Hexagon AG
- Patrick Adolfsson, Product Designer, CAEfatiue Core Team - Hexagon AG
- Dr. Ravi Chandran, Former Head of Advanced Engineering & Innovations - Ingersoll Rand - India

## PERSONAL DETAILS

**Date of Birth** - 02/03/1982

**Father's Name** :

Late K.R.Govindaraju

**Mother's Name** : K.Indiramba

**Marital Status**: Married

**Permanent Address** :

#297, 11th cross, Wilson Garden,  
Bengaluru - 560027