



JOB DESCRIPTION – Solutions Architect

Tein Technology is passionate about new technologies. You too? Do you feel comfortable with customers? Do you want to use your passion for technology to develop the best solution for your customer? Are you looking for a new challenge in a high tech company that won recently some very prestigious projects? **Then join our presales team as Solutions Architect!**

Mainly active in Belgium and the Netherlands, we are a leader in the integration of voice and video platforms for clients such as banks, ports, road and waterway traffic centers and the police.

RESPONSIBILITIES

As Solutions Architect, you team up with a group of engineers within the Sales Department. You'll take the lead of the solution design and you'll have end to end responsibility for delivering an attractive offer for our client. This in correspondence to the customers' needs and budget, within the imposed timing.

Ideally, you already spent a few years in a technical environment while deploying tailor made solutions. Although you like to create and build complex networking and IT solutions, you feel the need to be on the front end, where you have the ability to advise the customer in an early stage of the project

You report to the Pre-sales Unit Manager and your responsibility includes namely the following tasks:

Solution Design

- Analyze the customer requirements, create a solution design and write an attractive offer.
- Engineer solutions (video, voice over IP and radio) within complex IT and software integration projects: these will be used in mission critical control room environments.
- Provide presentations and demonstrations of our solutions.
- Give your technical support to the Key Account Managers during solution positioning and proposal negotiation.
- Advise the Project Engineers with the actual implementation of your design at the client.
- You'll be given the liberty to look for alternative solutions if requested by the customer requirements.

Tender management

- Manage the offer bid process.
- Apply internal processes during offer phase in view of risk management.
- Detect and document the potential risks related to the project.
- Follow-up partners and internal stakeholders, taking part in the tender process.

POSITION'S REQUIREMENTS

Education, Knowledge & Work Experience:

- Industrial Engineer or Master in ICT or equivalent by experience.
- Several years of relevant technical experience for the delivery of customized solutions and you had already some customer contact.
- Interest in one of the following technologies: voice over IP, video over IP, radio technology, software platforms for control rooms.
- Basic knowledge on IP networks (LAN, WAN, Wireless, VPN,...) and IT (Virtual machines, Windows servers,...).
- Knowledge on integrating specific software modules and identifying the matching IT platform (ex: OPC-DA/UA, web API's (SOAP, REST)).
- Knows his way around with MS Word, Excel and Visio.

Required skills:

- Basic project management skills.
- Excellent contact in face-to-face meetings with customers, empathy for customer's needs.
- Writing skills: ability to give a logical structure to a text, ability to make a solution description attractive from the customer's point of view.
- Well organized, respect of deadlines, autonomous, focused on results.
- Communicative, team player, passionate about technology.
- Excellent knowledge of Dutch, fluent in English and good knowledge of French (verbal).

OFFER

- A family company, where every employee counts.
- Unique work environment: a modern green site in the heart of Brussels.
- High end technological solutions.
- Highly skilled colleagues.
- Responsibilities and challenges, openness and collaboration.
- Internal and external technical trainings.
- Flexible hours to avoid partially mobility problems.
- A unique corporate culture: access to all levels of the management, listening, understanding, recognition and also time for fun.
- Attractive salary package – the whole range of extra-legal benefits: a company car, fuel card, groups- and hospitalization insurance, meal vouchers, eco vouchers, birthday gift, laptop, mobile phone and net expenses.



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CONTACT

Are you interested in this challenging opportunity? Please feel free to send us your motivational letter and resume at jobs@teintechnology.be

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