



READY FOR YOUR NEXT CHALLENGE? JOIN US AS A SOLUTIONS ARCHITECT

Tein Technology is passionate about new technologies. Are you too? Do you feel right at home with clients? Are you after a job where you get to apply your passion for technology to develop the best solution for your client? Ready for a new challenge in a high-tech company that was recently awarded prestigious projects? **Join our presales team as a 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.

WORK WITH THE BEST!

Want to work in a stimulating environment with colleagues who excel at what they do? As a Solutions Architect, you'll get to team up with a group of bright engineers within the Sales Department. You'll take the lead in finding the best solution design for each client, and you'll get to be in charge of delivering them an attractive offer that fits their needs, budget and timeframe.

If you've already spent a few years in a technical environment deploying tailor-made solutions, you'll be right at home in this role. Do you like to create and build complex networking and IT solutions, but also need to be on the front end, to be able to advise the client in the early stages of a project? Join us to take your career to the next level!

You'll be reporting directly to the Pre-sales Unit Manager. Here's what you'll get up to...

Solution Design

- You'll get to analyse the client's requirements, create the best solution design for them and write up an attractive offer.
- You'll be engineering solutions (video, voice over IP and radio) within complex IT and software integration projects, to be used in mission critical control-room environments.
- You'll carry out presentations and demonstrations of our solutions.
- You'll lend your support to Key Account Managers during solution positioning and proposal negotiations.
- You'll get to advise the Project Engineers on the actual implementation of your design at the client.
- You'll have the freedom to look for alternative solutions if they're needed to meet the client's requirements.

Tender management

- You'll get to manage the bidding process.
- You'll apply internal risk management processes during the offer stage.
- You'll be in charge of detecting and documenting potential risks associated with different projects.
- You'll get to follow up with partners and internal stakeholders involved in the tender process.

DOES THIS DESCRIBE YOU TO A T?

Education, Knowledge & Work Experience:

- Are you an industrial Engineer IT/Electronics, or do you have a master in ICT or equivalent experience?
- Do you have several years of relevant technical experience with the delivery of customized solutions? And have you already had some client contact?
- Are you interested in one of the following technologies: voice over IP, video over IP, radio technology, and software platforms for control rooms?
- Do you know the basics of IP networks (LAN, WAN, Wireless, VPN, etc.) and IT (Virtual machines, Windows servers, etc.)?
- Do you have a good grasp of how to integrate specific software modules and identify the matching IT platform (e.g. OPC-DA/UA, web API's (SOAP, REST))?

Required skills:

- Are you great at face-to-face meetings with clients, and do you naturally empathize with their needs?
- Do you have a way with words? Do you know just how to give a text a logical structure and make a solution description appealing to clients?
- Is organized your middle name? Are you autonomous and results-driven, and would never miss a deadline?
- Is technology where your passion lies?
- Are you fully comfortable in Dutch, and fluent in English?

OFFER

- Feel right at home, in a family-run company where every employee matters.
- Thrive in a unique work environment: a modern green site in the heart of Brussels!
- Stay on your toes, working on high-end technological solutions.
- Work with the best, with highly skilled colleagues.
- Take your skills to the next level, with real responsibilities and challenges, in a spirit of openness and collaboration.
- Keep growing, with a range of internal and external technical training opportunities.
- No more commuting nightmares: make the most of your time with flexible hours.
- Enjoy a unique corporate culture, with access to all levels of management – be heard, understood and recognized, and know that we always make time for fun too.
- Live life to the full with an attractive salary package full of great benefits: a company car, fuel card, groups health and hospitalization insurance, meal vouchers, eco vouchers, birthday gift, laptop, mobile phone and net expenses.



CONTACT

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

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