

Job Title:	Solutions Architect for IA (Integrated Architecture)
Employment Type:	Permanent
No of Positions:	1 Position
Work Location:	Seoul
Reports to (Direct/Indirect):	IA Business manager

Job Purpose

Accountable for pre-sales technical/commercial activities and implementation of business strategies required to meet the annual planned quotas. Major responsibilities new account/market development, planning and implementation of products and promotions, training sales and channel engineers, providing technical assistance, market intelligence, strategic guidance and communication within the company as appropriate.

Key Responsibilities

DO

- Implements sales & marketing plans for assigned products and solution / service to meet or exceed annual sales goals
- Execute GDSP – Review the front log and forecast, define the growth / recovery activities with sales & channel.
- Expands market share in existing customers and develop new customers for target industry or applications.
- Provides ongoing pre-sales customer engagements including marketing events, understanding customer's challenges, providing product demonstrations, proof of concept, and proposal support
- Provides business and product / solution updates to sales team and the channel, always striving to increase competency and knowledge
- Gather market information from customers and channel partners

Key Competency requirements

Experience Required :

- Minimum 5 year experience both in technical and commercial role required, preferably in assigned factory automation and relevant product range including control, visualization and information software. Possible prerequisites would include technical sales, commercial engineering, and/or technical specialist jobs.
- Broad commercial, technical and products/application knowledge required.

Requirements:

- Bachelor Degree in Engineering / Computer Science or equivalent
- Demonstrated leadership capabilities.
- Control system application background. Product specific knowledge is preferred.
- Proven ability to interact directly with sales organization and with customers to influence behaviors required
- Proven ability in contributing to a team-oriented environment – to work independently yet collaboratively in a team, often in a high pressure and vague situations
- Proficiency with Microsoft Office applications (Excel, PowerPoint)
- Excellent leadership, communication (written and oral) and interpersonal skills
- Strong organizational and analytical skills
- General issue resolution skills
- Regular travel within Asia Pacific region and occasionally outside this geography
- Fluency in written and spoken English

Organizational Competencies

- Contributes Professional & Technical Expertise
- Collaborates & Teams Effectively
- Adds Value for Customers & Partners
- Attains Results
- Drives Growth
- Demonstrates Business & Financial Acumen

Job related competencies

- ♦ SA – IA:
 - High level of expertise on industrial networks (especially industrial Ethernet)
 - Intermediate level of expertise on PLC, Motor Control, Standard Drives, Visualization, Information Systems, Safety, and Process systems
 - Intermediate level of IT knowledge and skill
- ♦ All SA:
 - Basic knowledge on all of our products.
 - Intermediate level of expertise in Industry Knowledge
 - Application Knowledge
 - Market Research & Analysis (Market & Economic Trends, Customer Buying Behavior, Competitor Research)
 - OEM Business Drivers (Understanding of needs of OEM customers)
 - Process Business Drivers (Understanding of needs of Process Solutions customers)
 - Training Skills
 - Pre-sales Fundamentals (Listening, Analytical, Problem Solving, Lead Qualifying, Negotiating, Persevering, Closing)
 - Value Based Selling Skills, Disciplined Selling Process, Customer Solution Centric Selling Skills.