

<b>Job Title</b>	(Sr.) Solutions Consultant
<b>Employment Type</b>	Permanent
<b>Work Location</b>	Seoul
<b>Reports to</b>	SSB Manager, Korea

**Position Summary**

Accountable for ensuring that the Systems & Solutions Business meets or exceeds the Annual Operating Plan (AOP) orders.  
Responsible for the management and reporting of the Systems & Solutions Business opportunity pipeline.

**Principal Duties and Responsibilities**

- 1 Identify customer needs, and architect solutions to maximize Rockwell products and services content. Support of this activity will involve the creation of presentations, demos, proofs-of-concept, etc. Need to effectively translate technical terms into everyday language, and properly manage expectations, both internally & externally.
- 2 Act as the lead technical contact for coordinating SSB events such as major customer presentations and trade shows. This may include the creation of custom presentations, demo applications, and vertical market specific collateral specific to the business in the region.
- 3 Be the “local expert” and become recognized as the go-to person for solution-related opportunities in the region.
4. Provide inputs to SSB Manager in development of annual and strategic support plans for the region which include market analysis, setting objectives, expansion and implementation plans developing the full market potential of the region while maintaining high productivity in the field.
- 5 Build relationships with key Rockwell Automation customers at senior levels.
- 6 Champion new Systems & Solutions Business growth initiatives including commercial programs and business systems development.
- 7 Execute the business plan and support the growth and profit of the Systems & Solutions Business
- 8 Facilitate exchange of information between US/AP Systems & Solutions Business capability and Sales Personnel.
- 9 Perform sales calls and account presentations, proposal preparation, management, and review.
- 10 Establish strong relationship with the Regional Sales Managers/Business Leaders and Business Managers to find, develop and close SSB opportunities.
- 11 Team with the Regional Sales Teams, Regional Business Teams and Distributor

Channels to:

- Present a common front to customers
  - Ensure their competence with SSB capabilities.
  - Support them with demos, presentations, and related activities.
- 12 Serve as the primary liaison between customers, RA sales engineers, and the business unit to ensure efficient and effective communication and information flow.
  - 13 Ensure thorough familiarity with company policies and procedures. Appropriately apply policies and procedures in compliance with government laws.
  - 14 Policies and procedures include, but not limited to: Standards of Business Conduct, Intellectual Property, Control Environment, Information Protection, ISO 9000 & 14000, government regulations (e.g. health, safety, quality and environmental), and functional policies published on the Rockwell Automation Information Network.
  - 15 Other duties to be assigned by Immediate Supervisor.

## **Requirements**

### **Education and Experience**

1. Bachelor Degree in Electronic / Electric Engineering or equivalent.
2. Five to Ten years of solutions design, development and delivery experience.
3. Five to Ten years of direct sales in a solutions environment.
4. Demonstrated ability to manage the sales process.
5. Experience with customer and relationship building is preferred.

### **Personal Attributes**

1. Strong communication and presentation skills with customers.
2. Ability to work in a team environment.
3. Strong analytical skills.
4. Rich in experienced PLC/DCS/SIS/IT knowledge for plant-wide automation

*The above statements are intended to describe the general nature and level of work being performed by people assigned to the job. They are not intended to be an all-encompassing list of all responsibilities, duties and skills required of personnel so classified. Reasonable accommodation to essential functions of the job will be made if appropriate.*