

## [ IoT Presales Technical Specialist ]

### ■ Primary Responsibility

- Provide pre-sales engineering support and demonstration application development in coordination with sales account managers
- Presenting the ThingWorx platform to different levels of an organization with the ability to alter the presentation style based on the audience present.
- Adjust the presentation based on questions and feedback from the audience well as develop and create content.
- Respond to RFI's/RFP's in a concise, well thought out manner.
- Provide proof of concept application consulting and demo system implementation of the ThingWorx platform including planning, design, analysis, development, testing, and deployment of initial phase solutions to ensure they meet client expectations.
- Investigate current business processes to identify problems, complexities, non-value-added steps, and inefficiencies that can be improved.
- Work closely with IT resources to help identify data integration requirements to support required functionality.
- Map customer processes to the technology through a solid understanding of the ThingWorx platform capabilities.
- Support case study development and provide lessons learned feedback.
- Work with account delivery and business development teams on project status.

### ■ Basic Qualification

- Bachelor's degree required. Preferred disciplines include Computer Science, MIS, or equivalent.
- Application/project experience as part of an internal development team or as a consultant/system integrator preferred.
- Positively represents him/herself to customers and team members.
- Demonstrates sound diagnostic skills.
- Strong verbal and written communication skills.
- Availability for an occasional rate of overnight travel including international travel due to the consultative nature and travel components of this role.
- Good communications skills in local language and English