CareerCross

PLAYBOOK

Solutions Engineer

募集職種

人材紹介会社
Playbook

採用企業名
EHS Software Vendor

求人ID
1493106

業種
その他（メディカル）

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合
外国人 少数

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 1100万円

ボーナス
固定給+ボーナス

歩合給
固定給+歩合給

更新日
2024年09月03日 16:40

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
大学卒：学士号

現在のビザ
日本での就労許可が必要です

募集要項

Job Brief

• The Solution Engineer understands how software and technology is used to help solve complex business challenges.

• The solution engineer is not directly selling software to clients, but is a part of the sales organization, supporting software sales in various activities throughout the sales cycle.

• The Solution Engineer is an integral role in helping Sphera meet revenue targets whilst assisting clients meet their business objectives. General Responsibilities

• Meeting with prospective customers to thoroughly understand their business objectives.

• Value assessment with prospective customers to help identify prospect business pains and map to our solutions.

• Consulting with customers to help internal business cases and create a successful value proposition, justifying the investment needed.

• Conducting software demonstrations, technical and sales-oriented presentations to prospective customers showcasing software benefits to client objectives

• Work directly with product management delivering feedback to drive innovation. • Liaising with implementation teams to help prepare project for success.

• Helping account executives and sales managers develop strategies for sales opportunities with proven best practice methodologies.

• Helping coordinate and complete tender documentation such as RFI, RFP, RFQ etc. from clients.

• Support marketing activities by presenting as an expert on webinars, submitting papers to publications and speaking at industry conferences.

• Internal team support strategies for internal training, technology maintenance, subject matter thought leadership.

• Position requires travel 10-20% onsite to a client, international trips are required on occasion.

スキル・資格

Qualifications and Requirements

• BS/BA in Chemical engineering, biology, toxicology, computer science, or relevant field of study within Product Stewardship

• Preferred experience with enterprise software in related domain • Subject matter expertise within Product stewardship topics including but not limited to:

• Hazard Communication and Labelling • Chemical Management Regulations (GHS, TSCA, REACH, etc..)

• SDS Authoring

• Chemical inventory management

• LCA

• Regulatory submissions

• BS/BA in engineering, computer science, supply chain/commerce, occupational safety or relevant field of study within Operational Risk Management

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会社説明