

Sr. Solution Architect

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Company: INTECH

Location: Pakistan

Category: computer-and-mathematical

About The Position

The Solution Architect will be primarily responsible for most of the day-to-day operations of the Solution Center department.

General qualities we are seeking:

Strong interpersonal skills: can communicate effectively, possess strong writing skills, etc.

Highly organized: excellent problem solver, strong attention to detail and ability to prioritize and multi-task.

Resourcefulness: Figuring out how to and then actually getting the job done every time without fail.

Creative: Following and promoting creativity in architecting optimal technical and commercial solutions

Following are the key deliverables besides other deliverables as assigned by the management:

Review the RFQ and ensure that the design solution is in line with the customer requirements.

Must have in-depth knowledge of the different PLC / DCS-based control systems (Rockwell/ Siemens / Honeywell / ABB / Schneider) and knowledge of SCADA systems and their requirements.

Knowledge and experience of field instrumentation selections and designing of cost optimized solutions.

Knowledge and experience of site work and estimation of construction scope for installation of control system solution will be an advantage.

Estimation and proposal making for brown field jobs will be additional advantage.

Perform effort estimation for the engineering, construction and testing works and develop the project execution plan to meet customer requirement.

Identify the risk associated with technical and commercial proposals and plan their mitigation.

Providing sales support for compliance of key proposals for against the RFQ received

Proposals related coordination & follow-ups with sales team

Provide support to team in taking multiple quotes from new and existing vendors.

Shall be able to develop standard procedures and have good writing skills to produce high-level execution philosophy, project plans, design procedures, and commercial terms & conditions for customers' understanding.

Must be keen in business development and have skills to negotiate prices and discount schedules with vendors.

Shall propose and design optimal control system architectures with in-depth knowledge of network protocols and design.

Ensure technical / commercial compliance of the proposals, and take necessary exceptions, wherever required. Any gray areas and "ALL EXCEPTIONS" are to be timely reported to manager & sales team.

Thinking out of the box and provide leadership based on field experience in solutions review and alternate efficient designs resulting in measurable optimization.

Ensure Quality of Product solution as defined

Ensure requirements of CSIA (Control System Integrators Association) Standard are

being complied in respective domain.

Requirements

Bachelor's/Master Degree in engineering or in related field

Minimum 10 years of work experience in engineering or technical sales is required.

Sales and Business development acumen

Pressure handling.

Can-Do & Positive Attitude

Sense of Responsibility.

Solid analytical and problem-solving skills.

Excellent written and verbal communication skill

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