

Job description: Technical Consultant

- Do you love translating technological innovations into benefits for customers?
- Would you like to be the expert in promoting technological solution that benefits society?
- Do you love to support the Tvilight sales team and (re)presenting our company at events and tradeshows?

If you answered all the above as yes, then this is exactly what we are looking for. Join our fast-growing company and support our partners with deployment of TVILIGHT Smart Lighting Solutions. We are looking for a Technical Consultant to join our dynamic and experienced team in India (covering the Asia-Pacific region), which thrives on customer satisfaction and value creation. You will be part of the Tvilight Commercial Team, functionally reporting to the Sr. Technical Consultant, and in-country to the Manager of the India office in Ahmedabad.

As a Technical Consultant you will be responsible for supporting the Tvilight Sales Team and customers in technical matters, inform and train customers on the proposition & technical side of Tvilight solutions. You will train and support System Integrators in the deployment of Tvilight solutions, from an early project design phase to project installation and commissioning (on site).

Additionally, we expect you will represent Tvilight on (international) events & tradeshows. This requires you to be a good speaker with good presentation skills, well versed in making Techno-Sales ppt's and loves to inform and educate the market on Tvilight's (technical) capabilities. You take pleasure in developing new relationships with partners, customers and other stakeholders in the Smart Lighting domain.

Job Responsibilities:

- Sales enablement – Communicate the value and position of Tvilight systems and solutions to the Sales Team, perform webinars and training-sessions for internal and external audience;
- Perform product and software training (technical) to the Tvilight partners
- Business Development – Represent Tvilight on (international) events & tradeshows and develop new relationships that contribute to new business / market development;
- Market intelligence – understand our clients and their buying criteria; collect requirements from the end-customers and our business partners for product upgrades, features and new product development;
- Competitive intelligence – possess, or gain, expert knowledge of competitive and 3rd party products, and translate this knowledge into the Tvilight strategy;
- Closely work together with the Operations- and Customer Support Team on customer project development, deployment and commissioning.

To qualify for this JOB Role:

- Have good presentation skills and enjoy speaking for audiences; Should be good at techno-sales.
- Has a commercial insight that will contribute to new (partner) relationships and new business development;
- Is experienced as liaison between Commercial and Technical;
- Able to prioritize and multi-task in a fast-paced environment and work with a multi-cultural team that is entrepreneurial and result driven;
- Preferably experience with handling tender requirements, specifications and procedures;
- Bachelor's or Master's (preferred) degree in Electronics, IT or similar technological domain;
- 5+ years of hands-on solution / technical consulting experience with at least two years of experience in a customer-facing role;
- Excellent oral and written communication skills in English (Business and Technical);
- Willingness to travel (domestic and international 25-50% of the time, if required).

Who are we?

Tvilight B.V. is a European market leader in professional end-to-end lighting control solutions, with an installed base of over 300+ projects in iconic cities across the globe. We specialize in sensors, wireless lighting controls, lighting management software and asset management for outdoor applications.

We see streetlights as one of the most valuable public assets that have a powerful role to play in making cities energy-efficient, resilient and future-ready. Tvilight products create an open wireless network that allows integration of a multitude of third-party applications and constituting a reliable, future-proof base for Smart Cities and IoT. To learn more about Tvilight, please visit: www.tvilight.com.

Benefits:

We offer competitive salary, benefits, and a casual and fun environment that encourages quality, creativity & excellence. Working with our dynamic and experienced team which thrives on customer satisfaction and value creation!

Next steps:

1. Be creative and choose your own way (video, magazine, letter, whatever you prefer) to let us know you are the best person for the job. Share your application with career@tvilight.com with Subject line as "Technical Consultant – APAC"
2. For more information please contact via email: hr@tvilight.com