

Business Solutions Lead

Core responsibilities

- » Provide leadership over a high performing team of business solution specialists focused on maximising successful outcomes for business opportunities
- » Support team members in providing coaching and mentorship to make the team successful engaging with sales and prospects in complex technical situations with challenging requirements
- » Define and evaluate team performance metrics for effectiveness and satisfaction as well as provide business direction to justify solution strategies, keep an eye for effective partnerships and training opportunities
- » Deliver best practices recommendations, solution collaterals and templates that can adapt to different levels of key business stakeholders
- » Demonstrate thought leadership in applying a location strategy across the entire organisation and become a trusted advisor to decision-makers
- » Develop solution offerings with key account managers, deliver impactful presentations and conduct customer / partner enablement workshops
- » Develop and recommend technical solutions and commercial strategies, based on the analysis of customer business goals, objectives, needs, and deployed or to be systems environments
- » Participate in RFX responses, tenders, presentations, consultations and commercial proposals by providing product information, value argumentation, bill of materials and tender solution designs
- » Initiate product improvement / customisation based on market needs and competitive environment
- » Planning of solution selling strategies, the positioning in contrast to the competitors and the demonstration of the business value proposition

- » Preparation of solution collaterals including but not limited to presentations, playbooks, proposal templates about the solution or services with all their values for the usage of the sales and solutions department
- » Apply best practices, tools, processes and methodologies defined for the business solutions support practices team and provide feedback to enhance existing practices
- » Coordination and organisation of demand/lead generating activities like tradeshow, company events or customer workshops
- » Ensure timely submission of management metrics and reports

Job specifications

- » 5-8 years' experience in large presales project management with significant customer value
- » Experience in managing complex and large scale projects
- » Competent in solution design and well versed in development languages
- » Degree or higher education in Information Technology, Business/Economics or equivalent
- » Strong track record in successful signing of complex deals, in particular in areas of GIS and IoT
- » Strong knowledge in IoT solution design
- » Strong ability to manage deadlines and work under minimal supervision
- » Leadership and ability to motivate transversal teams to achieve objectives
- » Independent, organised and a fast learner who is able to deliver outcomes within tight timelines
- » An effective communicator across all levels of stakeholders with strong presentation skills
- » Self-motivated with a positive "can-do" attitude, creative with excellent presentation, communication, negotiation and interpersonal skills including strong persuasive techniques

How to apply

If you can see yourself as Esri Singapore's **Business Solutions Lead**, then send us your resume, along with a cover letter addressing the selection criteria. Whilst we want to hear everything about you - please limit your cover letter to no more than two pages, and send to careers@esrisingapore.com.sg.

For more information regarding the role of Business Solutions Lead, please contact Jasmine Tan, Human Resources, by phone on (65) 6709 8122.