

Technology Consultant, Automation

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Company: Rockwell Automation

Location: Belgium

Category: computer-and-mathematical

Rockwell Automation is a global technology leader focused on helping the world's manufacturers be more productive, sustainable, and agile. With more than 28,000 employees who make the world better every day, we know we have something special. Behind our customers - amazing companies that help feed the world, provide life-saving medicine on a global scale, and focus on clean water and green mobility - our people are energized problem solvers that take pride in how the work we do changes the world for the better. We welcome all makers, forward thinkers, and problem solvers who are looking for a place to do their best work. And if that's you we would love to have you join us!

Job Description

The Technology Consultant is a technical resource for Rockwell Automation technology and products within here/his area(s) of expertise, capable of articulating capability and benefits of our portfolio to existing customers or prospects. She/he delivers proof of concept, after pre-sales support, as a trusted advisor to the sales organization and channel. The Technology Consultant is responsible for technical support in presales activities for a specific range of products within a defined geography.

Technology Consultant is expected to:

Be expert on products and solutions.

Support customers on project development and start-up.

Proactively facilitate and/or provide product-based training to the sales force & channel.

Co-operate with the sales force in promoting the product range to existing and new

customers with presentations, demonstrations, proof of concepts, performance tests and/or similar activities.

Generate and present proposals.

Define and articulate product differentiators and values versus competition.

Analyze competitive product lines, have knowledge of competitor's strategy, further define competitive differentiators.

Participate in trade shows, seminars and/or similar marketing activities, offering demonstrations and product expertise with customers where needed.

Validate and resolve compatibility issues of products within architectural solutions and provide guidance to customers/sales force.

Actively seek out and participate in both formal and informal training opportunities to continuously develop technical skills.

Update customers on new products and technology as related to customer's industry and application needs as a resource to the named account team.

Provide product gap and development feedback to appropriate business unit.

Share insights with regional and global peers.

Interface with Tech Support on post sales product issues

Keep sales and customer relationship management data up to date in tools (i.e. SFA), optimizing activities by using tools consistently.

Requirements

Bachelor's or master's degree in an engineering/technical related field or equivalent

From early career engineers up to 3 years of professional experience

Industrial Automation interest and experience

PLC / DCS

HMI / SCADA

Communication protocols, e.g. OPC UA

Industrial Ethernet

Cloud technologies and connectivity

IoT

OEMs machines technology

High-level programming languages, e.g. C#, C++

Languages: Dutch, French (one of the 2 native and proficient in the other language) and English (fluently)

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