

Solutions Architecture Manager

Solutions Architecture Manager - Position

Organization Name:	Satlynx
Title of Immediate Supervisor:	Manager Solutions Architecture
Department Name:	Customer Support
Location:	Backnang
Date:	11 September 2008

General Description of the Position

Analyse technical customer needs and reply to RFP's

Main Duties

Participate in sales cycle with TDMA clients and be the main technical point of contact
Reply to RFPs and other customer technical requests
Prepare quotations and technical proposals/customer documents
Analyse technical customer needs
Observe and analyse competition proposals and pricing
Make customer presentations about the company and its technical solutions
Analyse relevant vendor offerings and their suitability for the company service portfolio
Initiate, propose and commercially / technically define new services

Marginal Duties

Technically prepare and follow up demonstrations and pilots
Retrieve cost information from within the company and outside

Education Requirements / Experiences

Engineer in Telecommunications or Electronics mainpoint communications engineering
First-time employee with very good diploma or experience in similar functions
Fluency in English, French and German language knowledge preferable
Experienced in MS Office applications