

Colombia Jobs Expertini®

Principal Solution Consultant

[Apply Now](#)

Company: Aspen Technology

Location: Bogotá

Category: other-general

The driving force behind our success has always been the people of AspenTech. What drives us, is our aspiration, our desire and ambition to keep pushing the envelope, overcoming any hurdle, challenging the status quo to continually find a better way. You will experience these qualities of passion, pride and aspiration in many ways — from a rich set of career development programs to support of community service projects to social events that foster fun and relationship building across our global community.

The Role

We currently have an opening for a Senior Solutions Engineer. This is a customer facing role that requires self-motivated individuals with consultative and communication skills to position OSI solutions and services focused on electric utility real-time grid control systems (SCADA, DMS, EMS, GMS, ADMS, DERMS). In this position you will oversee technical aspects of Business Development for OSI's Products, technical aspects of proposals and Statements of Work and lead discussions with customers. Specific on-the-job training will be provided

Your Impact

Own the technical business development aspects, including overall proposed system design, of OSI's products for real-time critical infrastructure control systems.

Work diligently on responding to the technical conformance and questionnaire responses for Requests for Information/Proposal/Quote (RFI/RFP/RFQ)

Work with Sales/Account managers for new customers and also After Market customers to

increase ARRs.

Lead and/or participate in customer consulting engagements to facilitate sales, including workshops, scope review sessions, proposal presentations and contract negotiations.

Engage with existing OSI customers to identify and consult new product sales opportunities.

Be a trusted SME/advisor to our customers.

Represent OSI in a superior manner with an excellent attitude.

Manage assigned customers with care, concern, and diligence. • Be decisive and innovative when resolving customer issues.

What You'll Need

Bachelor's degree in Electrical Engineering, Computer Science/Engineering, or relevant technical field

Bachelor's degree and minimum 5 years of technical sales support/solution consulting experience required.

Knowledge of OSI's product suites or similar applications is a plus

5+ years of business and technical sales support experience in utility grid automation software (SCADA, EMS, DMS, OMS systems, DERMS) or experience working in utility operations or engineering support - is a plus

Proficiency with communicating technical concepts and presenting to customers.

Strong problem solving and analytical skills, including ability to make clear observations and conclusions based on customer interviews and data.

Strong time / project management and organization skills • Ability and flexibility to travel to domestic or international locations (25% or less)

#LI-FC1

[Apply Now](#)

Cross References and Citations:

1. **Principal Solution Consultant Data security jobs Jobs Bogotá Data security jobs** ↗
2. **Principal Solution Consultant Peru jobs Jobs Bogotá Peru jobs** ↗
3. **Principal Solution Consultant E-commerce job opportunities Jobs Bogotá E-commerce job opportunities** ↗
4. **Principal Solution Consultant Germany jobs Jobs Bogotá Germany jobs** ↗
5. **Principal Solution Consultant Bahrain jobs Jobs Bogotá Bahrain jobs** ↗
6. **Principal Solution Consultant Jeddah jobs Jobs Bogotá Jeddah jobs** ↗
7. **Principal Solution Consultant Search nz jobs Jobs Bogotá Search nz jobs** ↗
8. **Principal Solution Consultant Resume-score Jobs Bogotá Resume-score** ↗
9. **Principal Solution Consultant Respiratory therapist jobs Jobs Bogotá Respiratory therapist jobs** ↗
10. **Principal Solution Consultant Property jobs Jobs Bogotá Property jobs** ↗
11. **Principal Solution Consultant Personal trainer jobs Jobs Bogotá Personal trainer jobs** ↗
12. **Principal Solution Consultant Nutritionist jobs Jobs Bogotá Nutritionist jobs** ↗
13. **Principal Solution Consultant Financial jobs Jobs Bogotá Financial jobs** ↗
14. **Principal Solution Consultant Veteran jobs Jobs Bogotá Veteran jobs** ↗
15. **Principal Solution Consultant Highest paying jobs Jobs Bogotá Highest paying jobs** ↗
16. **Principal Solution Consultant Jordan jobs Jobs Bogotá Jordan jobs** ↗
17. **Principal Solution Consultant Phoenix jobs Jobs Bogotá Phoenix jobs** ↗
18. **Principal Solution Consultant Birmingham jobs Jobs Bogotá Birmingham jobs** ↗
19. **Principal solution consultant Jobs Bogotá** ↗
20. **AMP Version of Principal solution consultant** ↗
21. **Principal solution consultant Bogotá Jobs** ↗
22. **Principal solution consultant Jobs Bogotá** ↗
23. **Principal solution consultant Job Search** ↗
24. **Principal solution consultant Search** ↗
25. **Principal solution consultant Find Jobs** ↗

5cb1ca93e0/

Generated on: 2024-05-01 by Expertini.Com