Solution Architect, Prague office

Job Description

This is a fast paced pre-sales application engineering/solution architect role. You’ll be expected to support the sales team to demonstrate our technical competence to customers within your assigned territory. You’ll listen to customer needs and then work with sales and technical teams to create architectures and bills of material for quotations of automation solutions. You’ll need to then support the sales team with technical advantages that convince customers to choose your solution versus any competitors. This may include preparing technical demo’s, writing technical reports, or preparing technical analysis.

Responsibilities

- Put customers first and help them solve their challenges;
- Troubleshoot issues involving electrical/electronic control systems, PLC products, PLC; applications/designs, operator interfaces, and associated software;
- Provide technical start-up support for new customers;
- Creation of product and solution demo’s;
- Presenting technical workshops to customers;
- Presenting informal and formal training courses;
- Performing plant tours and site inspections;
- Writing software code for proof of concepts;
- On site emergency technical support;
- Attending tradeshows and events;
- Interacting with marketing, product managers, engineers, sales and supply chain to provide feedback on market, or customer, needs and dynamics;

Requirements

- The candidate will have completed studies in either Control Systems / Computer Science / Electrical / Electronics / IT / Computer Programming;
- Engineering Degree - BTech / BEng / BSc / BCom;
- Masters degree will be preferred but not required;
- Knowledge of discrete and hybrid automation systems. Technologies include Programmable Logic Controllers (PLCs)/Programmable Automation Controllers (PACs), Variable Speed Drives (VSDs), Servo Motion, Safety Systems (Machine Safety, Emergency Shutdown (ESD) and Fire & Gas (F&G)), Operator Interfaces, HMI/SCADA software and cloud/EDGE technologies;
- Strong communication skills in Czech and English both verbal and written;

Preferred Qualifications

- Excellent verbal and written communication skills in Czech and English language;
- Safety Control Systems certifications, or qualifications;
- Programming experience in Python;
- Proven PLC Programming experience;
- Knowledge of MS SQL.

Are you interested? Contact: Lucie Main, lucie.main@emerson.com