



2140 Winston Park Drive, Suite 202 East, Oakville, Ontario L6H 5V5 P: 905-829-9300 F: 905-829-9304

## **System Consultant**

Wonderware Canada East seeks a System Consultant to provide technical sales (solution selling) to Account Executives, provide continuous cross training to our technical support staff, and engage in field services opportunities that create profitable license sales.

A successful candidate must maintain a high degree of industry knowledge and awareness, including trends, technology advancement, and significant accomplishments by others in the business, state of the competition, significant events related to our business and the customer's businesses.

In addition, they maintain a thorough understanding of the customer's business, including their products and processes, markets served, key customers, industry dynamics that effect the customer's business and events that influence the customer's profits. As well as identify the customer's Critical Success Factors (CSF), Key Performance Indicators (KPI), and key initiatives in order to support development of account plans, sales strategies, and project justifications.

### **Essential Requirements and Responsibilities**

- Assist sales team with pre-sales technical engagements.
- Demonstrated successful selling skills required
- Willingness to work the hours needed to meet customer requirements.
- Willingness to travel to customer sites throughout Wonderware Canada East's assigned territory.
- Responsible for providing technical solutions of uncompromising quality to the customer.
- Perform training seminars.
- Assist with configuration and use of sales demos.
- Perform webex product demonstrations online for internal and pre-sales purposes.
- Perform in-office and on-site system consultation.
- Maintain up-to-date CTP certification, as required for training courses.
- Maintain expert-level knowledge of as many Wonderware (& related 3rd Party) products as possible.
- Stay up to date with existing and new IT technologies, such as PC/Server hardware and software.
- Develop new product features/demos by using our product technology to its full extent.
- Assist customers and potential customers improve process adequacy and functionality with the use of WWPW software solutions. Qualifications
- Minimum 2 year college degree or equivalent experience
- Excellent customer service experience
- Proactive with selling approach
- Experienced in MS Office applications
- Accounting knowledge a plus
- Attention to detail and accuracy a must
- Organizational skills with good time management experience
- Ability to interface with all levels of management
- High energy approach to business strategy
- Innovative approach in creative solutions

Wonderware Canada East has a full medical/dental/health plan for all employees and is an equal opportunity employer.

To apply please send your cover letter and a copy of your resume quoting **SYS-CON-Ontario** in the subject line to: [employment@wondercaneast.ca](mailto:employment@wondercaneast.ca)