



Job Description

Job title:	Systems Architect Demonstration Specialist	Location:	Reading
Department:	Customer Services	Reports to:	Systems Architecture Manager

Main purpose of job

- To configure demonstration systems and deliver demonstrations during the systems architecture process.
 - To provide Systems Architecture consultancy to existing and potential customers.
 - To produce high-quality proposals and responses in conjunction with the Sales organisation.
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Main functions & responsibilities

- Product demonstrations.
- Configuration and customisation of interfacing components for demonstrations.
- Demonstration equipment configuration and maintenance for others in the field.
- Demonstration room maintenance.
- Assistance with the provision of technical content for exhibitions.
- Generation of high quality tender responses and proposals in conjunction with the Sales organisation for all Snell Products.
- Production of supporting technical and contractual documentation for projects.
- Close liaison with all other departments within Snell.
- Assistance when required with post-sales functions within Customer Services.

Other functions include:-

- Attendance at customer meetings.
 - Contributing towards the management and generation of departmental processes.
 - Ensuring internal & external meetings are properly managed and recorded.
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Qualifications/Knowledge/Experience

Skills and Qualifications

The successful candidate must have:-

- Strong presentation skills.
- Project management skills.
- A basic knowledge of C# programming or similar and willing to use.
- Excellent verbal and non-verbal communication.
- A high level of commercial awareness.
- Capable and diplomatic negotiation skills.



- The ability to synthesise effective solutions from complex customer workflows.
- An understanding of project management principles and their implementation
- Must be able to gain an accurate and competent knowledge of the full Snell product range.

At minimum an HND or equivalent qualification in a field related to the position.

Experience

The ideal candidate should have an in depth knowledge of the operation and commissioning of some or all of: Automation, Production Switchers, Conversion, Master Control, Media Management , Routing and Glue products and experience in managing large scale contracts.

Experience of working within a project-based environment in the broadcast field would be beneficial.

Personal Attributes

The ideal candidate must:-

- Be both self motivated and able to work effectively in a team.
- Have a confident and enthusiastic manner.
- Be organised and methodical.
- Be strongly Customer-focused.
Have an approachable and friendly demeanour.

Contacts

Internal

- All departments – in particular Sales and Engineering.

External

- Customers at all levels
- Sales channels

Additional Information

- Based in Reading, UK.
- Travel overseas is an integral part of the role.
- Some working outside of normal business hours will be required.

Performance Standards

- Yearly performance appraisals with agreed objectives.

To apply please forward your CV, covering note and salary details to lynne.lewis@snellgroup.com