

**Global Solution Architect (GSA) for Solution Center HVAC**

As a Global Solution Architect m/f you will be responsible for adapting, promoting and supporting  integrated, intelligent HVAC **solutions for customers** in the HVACmarket and to implement the Schneider Electric strategy with Global Strategic Accounts.

Must possess the ability to build solutions by understanding the **customer context**, including all stakeholders, process and needs, as well as **technical complexity** induced by the integration of numerous interconnected components and sub-systems.

Strong relationship with L3 team for HVAC.

**Your tasks – versatile:**

* **Understand customer applications** for HVACand life cycle expected performances.
* Bring **differentiation** and **innovation** to support the sales **in front of assigned Strategic Accounts and potential  customers**, addressing business needs, customer process constraints, and technical challenges.
* Demonstrate the **value of Schneider proposition** to deliver **profitable solutions** to **targeted** market segments.
* Prescribe SE offers and influence tender specifications.
* Prepare and negotiate with the customer the **operational description** of the solution, as well as the **functional description** including quantified **performance levels** and **related budgets.**
* Adapt **reference architectures** prepared for HVACmarket to elaborate a solution in line with customer expectations, while re-using to **save time**, **optimize costs** and **reduce risks**.
* **Anticipate**complementary  functions **selling opportunities** for some add-ons in a later stage of the project.
* **Network  with other  architects** to capitalize experience  for his/her  segment.
* **Solution Marketing:**
	+ Promote  the unique **Customer Value Propositions** for the Segment  to influence customers/consultants with SE Solutions  by prescribing differentiating architectures very early in the customer project lifecycle
	+ Improve those architectures with use cases from his/her own customers
* **Solution Selling:**
	+ Key mission is to **adapt reference architectures** to meet specific GSA **customer needs**.
	+ Perform gap analysis between customer needs and reference architectures and adapt the proposed architecture and project scope to **satisfy key decision criteria for the customer** (functions, performance & budget)
	+ Work with end users and consultants to influence the specifications and prescribe SE offers with differentiating features and benefits.
	+ **Contribute to Solution selling**, in close cooperation with the KAM for global accounts located in his/her country, as well as the SAE and ensure consistency of deployments globally.
* **Support to the Countries:**
	+ Provides all relevant information and system analysis results as well as contractual agreements to the Countries.
	+ Train, certify, and support Countries.
* **Networking**
	+ Share experience with other global and local Solution architects.
* **Develop solutions/applications for internal and external customers**
* **Work on POC**
* **Support launches**
* **Support R&D for validation, AFB and TVDA**
* **Animate ADE, L2G, knowledge program**

**Your profile – qualified:**

* Engineering Degree aligned with industry – Mechanical, Electrical, Electronics & software
* Customer understanding: 3-5 years of experience in the targeted segment leading to good  knowledge of customer vocabulary, pain-points, expectations and deliverables
* System architecture methodology, starting from customer needs identification
* Ability to influence and convince
* Communication skills ( internal  & external)
* Ability to foster cooperation
* Willling to travel about 50%

**Place of work**

Pieve D’alpago (Belluno)

deadline: 30 novembre 2017

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