



Technicolor is home to industry - leading creative and technology professionals committed to the creation, management and delivery of entertainment content to consumers around the world. If you are passionate about excellence and innovation, we invite you to come and see us.

You too can be a part of our winning team!

Technicolor is the world leader in Gateways and multiple-play applications. We develop state-of-the-art technology for our wide range of products.

We are currently looking for

## TECHNICAL PRE-SALES ENGINEER

### Job description:

#### Responsibilities:

You are responsible for defining and managing the creation of new demonstrations as well as presenting these solutions to the customer.

- You will be responsible for technical requirements for the big trade shows that are attended each year.
- You are the interface between Product Management, R&D and Marketing.
- You will use customer visits, market and technology trends, strategy and input from regions to determine the best list of demonstrations and present those to the customer.
- For this you will be conducting regular strategy reviews to assess the requirements and list of customers that need to be visited.
- The function will be responsible for determining customer visits in cooperation with the regions, engineering, customers and partners, and supporting the sales team in its pre-sales effort.
- You need to promote the demos to the internal and external stakeholders.
- You represent the vision of the Connected Home Business Division and its customers towards the broader Technicolor organization.
- The job entails frequent interaction with Engineering, Product-line Unit and Business Division management teams based in Belgium, China, India, France and the United States.
- The job is based in Belgium (Edegem), with frequent international travel and customer visits.
- You are a team player who interacts easily with the different layers of the company's management.
- You can bond quickly and are capable of managing conflicting priorities successfully to reach the company goals

- You will be part of the Product Management team and report to the VP of BroadBand Product Management

## Profile:

### Education:

- Bachelor or Master degree
- Degree in Civil Engineering or Industrial Engineering in Computer Sciences/Electronics or equivalent is a plus

### Recommended technical knowledge:

- Knowledge of Wi-Fi is a strong plus
- Knowledge about home networking topologies and associated equipment is a must
- Affinity with latest technological developments
- Affinity with / interest in evolution towards the Digital Home
- Experience with network setup is required
- Experience with HTML, javascript, shell scripting is a big plus
- Working with Linux CLI comes natural
- You can easily translate technical topics into easy to digest pieces of information

### Language:

- Fluent English is mandatory

### Experience:

- You have proven background in product management, marketing functions or similar
- You have experience in presenting complex subjects to varying audiences
- You are familiar with Technical set up of complex demonstrations
- You have proven experience in Customer Management / Interactions is a must

Your main drive is to deliver differentiating solutions to the customer.

- You must have the necessary presentation skills.
- You must be able to give a compelling presentation to customers both in oral and written form (ppt or alike).
- The ideal candidate is an experienced business developer.
- You must be able to make the customer dream about the Technicolor Connected Home Solutions and persuade them to buy our products and services

in the portfolio today.

- You must be able to present and defend the vision to Sales and Customer.

Personality traits ▪ Communicative

- Transparent
- Team player but being able to work independently
- Analytic
- Diligent
- Leadership skills
- Flexible
- Dynamic / Energetic
- Creative / Innovative
- Customer focused / Empathic
- Able to cope with short deadlines
- Stress resistant
- Multitasking
- Problem-solver

## Location

Edegem (Antwerp), Belgium

Department: Connected Home EMEA Region

## Apply to this position

**Technicolor Delivery Technologies Belgium**

**HR Department**

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**2650 Edegem Belgium**

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