

Job Description

Project Pre-sales Engineer

JOB OVERVIEW			
JOB TITLE	Project Pre-sales Engineer		
JOB LOCATION	Sydney / Melbourne / Brisbane		
GENERAL DESCRIPTION	The Project Solution Presales Engineer is responsible for providing solution design, product support and technical consultation for professional product lines including thermal imaging, parking systems, traffic systems and mobile solutions. This role contributes to business growth by delivering competitive solutions, supporting key projects, and driving successful project implementation across the Oceania region.		
DIVISION / DEPARTMENT	Product & Solution Centre	SUBDIVISION	N.A.
REPORT TO	Pre-sales Manager	EMPLOYMENT TYPE	Full-Time, On-Site
POSITION DETAILS			
RESPONSIBILITIES AND DUTIES	<ul style="list-style-type: none"> Responsible for solution design and product support for professional product lines including thermal imaging, parking, traffic and mobile systems, and accountable for related business performance; Conduct solution analysis, customer requirement evaluation and system architecture design to deliver end-to-end project solutions; Support market promotion activities through technical presentations, industry solution development and customer engagements to generate sales opportunities; Work closely with project sales teams, project pre-sales engineers and technical support teams to manage key projects and provide technical consulting throughout the project lifecycle; Deliver Proof of Concept (PoC), system testing and solution validation, and manage technical risks effectively; Monitor industry trends and competitor activity, and produce market and product analysis reports to maintain solution competitiveness; Support vertical industry development and designated product lines in line with company sales strategy and business objectives; Participate in solution training sessions for clients and internal teams when required. 		
PERFORMANCE INDICATORS	<ul style="list-style-type: none"> Periodic industry and product analysis reports Market-ready solution output and documentation Successful delivery of key projects Client and partner solution training and technical workshops Market intelligence collection and strategic business support Compliance with company policies and professional code of conduct Continuous self-development and skill enhancement 		
QUALIFICATIONS, SKILL & EXPERIENCE - ESSENTIAL	<ul style="list-style-type: none"> Fluency in both English and Mandarin; 1–2 years of experience in security or related industries (e.g., video surveillance, traffic systems, IoT, ICT); Bachelor's degree or above in Engineering, IT or related technical disciplines; Strong technical background and ability to understand complex systems and solutions; Excellent communication, presentation and documentation skills; Ability to work independently and collaboratively within cross-functional teams; Strong learning capability and adaptability to new technologies and products; Willingness to travel across the Oceania region as required; Ability to manage multiple tasks under pressure. 		

QUALIFICATIONS, SKILL & EXPERIENCE - DESIRABLE	<ul style="list-style-type: none">• Project management experience and knowledge• Industry research & solutions planning skills• Competitive analysis and market intelligence skills• Strong customer service mindset and solution- oriented thinking• Cross-cultural communication experience		
SPECIAL REQUIREMENT	<ul style="list-style-type: none">• Business-level proficiency in both English and Mandarin;• Availability for regional travel.		
POSITION FILLED			
PERSON HIRED		DATE HIRED	
APPROVED BY: NAME & TITLE			
EMPLOYEE SIGN			