We are looking for dynamic individuals with similar vision and drive to join us ……..

Internet of Things (IoT) Application Engineer

Responsibilities:

You will be responsible for:

1) Initiate and manage IoT technical presales in Manufacturing, Automotive, Electronics and Oil & Gas industries.

2) Assist the sales team in activities including lead generation, IoT solution presentation, IoT solution demonstration and proof-of-concept exercise.

3) Deliver the IoT projects successfully as a team upon the award of the project.

4) Establish potential new clients, determine their Engineering/Business Solution needs & convert these opportunities into new projects.

5) Provide technical support and maintain close relationship with existing key accounts to ensure continuing contracts/services.

Minimum Requirements:

1) A recognized Degree in Electrical/Electronics/Computer Engineering.

2) Experience with IoT Application Platforms.

3) Experience in PLC/MCU/SCADA.

4) Programming experience in Python or R or Java or C/C++.

5) Experience in Artificial Intelligence/Machine Learning will have additional advantage.

6) Strong knowledge and experience in one or more industry sectors below:

   - Automotive
   - Manufacturing
   - Electronics
   - Aerospace
   - Marine/Offshore/Shipbuilding/Oil & Gas
   - Petrochemical/Chemical/Food Processing
   - HVAC/Fire Safety/Ventilation

7) Posses good command of English and Thai i.e. communication and presentation skills.

8) Technically competent, sales-oriented, self-motivated and have good interpersonal skills.

9) Ability to build relationships with prospective customers using various professional techniques as well as maintaining excellent relationships with customers.

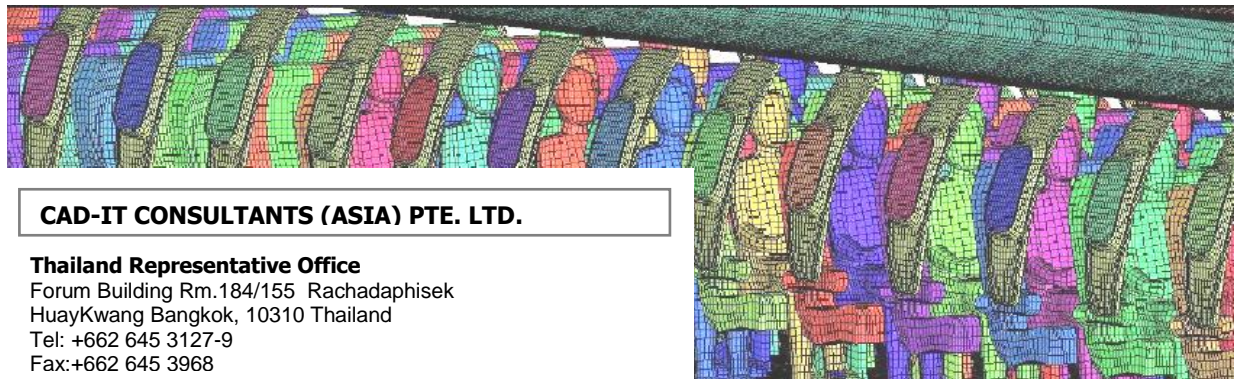10) Demonstrated ability to develop and execute large IoT projects.

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11)   Possess own transport. Willing to travel.

12)   Possess the following attributes:

- Strong sense of honesty & integrity

- Excellent communication, presentation & influencing skills

- Self-motivated with keen drive and desire to achieve

- A good team player who understands the importance of teamwork

- Ability to convince and bring about mindset change in others

- Enterprising with excellent business acumen

- Initiative and organized

- Professional in character and grooming

Attractive career prospects await suitable candidates with a strong sense of responsibility and integrity. If you have what it takes, please email your resume to petch@cadit.com.sg and pavee@cadit.com.sg

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