

Job and Person Profile

JOB TITLE	ThingWorx Presales Engineer	REPORTS TO	1Worx CEO
Company Culture	1Worx is a new business unit within productONE. We are distributors of PTC's ThingWorx technology platform. <i>productONE</i> is an informal, but highly professional company. Teamwork and participation is important. Employees are responsive and helpful, and have high levels of energy and ownership. It is a learning organisation which places a lot of emphasis on on-going professional and personal development.		
Job Purpose	We provide key technological enablement to Sub-Saharan businesses that will be crucial to their survival and success in the new economy. 1Worx's ThingWorx Presales Engineer technically supports our ThingWorx sales activities by delivering and supporting presentations and demonstrations of our technology as enablement of a solution to industrial customers/prospects. He/she will participate in evaluation projects and proof of concepts to validate the technology and will also initially engage in supporting customers.		
Salary Range Cost to Company	Estimated R 30k – R 35k negotiable depending on experience and skills. Performance bonus scheme		
Minimum Requirements	<ul style="list-style-type: none"> • Tertiary qualification, ideally in IT, Engineering or relevant fields • Experience: Minimum 3 years' relevant experience • Valid driver's license and own reliable transportation • Understanding general concepts related to electronics, sensors etc. 		
Advantageous Experience	<ul style="list-style-type: none"> • Understanding Internet Technologies: <ul style="list-style-type: none"> • TCP/IP (and related protocols), HTML5, WebSockets, Cloud Infrastructure, Wi-Fi, ZigBee, Z-Wave, 6LoWPAN and similar wireless sensor networks • Experience with: <ul style="list-style-type: none"> • Development (Mobile, Desktop and Web) • Operating systems including Linux and Windows (not as a user, but system admin or developer) • Industrial automation systems like SCADA & MES • Understanding and experience with hardware like Arduino, Raspberry Pi, Intel Galileo, Beaglebone and compatible sensors. • Experience with Data, specifically in Big Data and Data Science, Machine learning and Artificial intelligence. • Business Analysis and Project Management experience 		
Personal And Behavioural Competencies	<ul style="list-style-type: none"> • Exceptional verbal and written communication and presentation skills in English, including active listening • Professional appearance & computer acumen. Energetic, professional, ambitious and dynamic individual • The proven ability to establish and meet milestones and deadlines • The individual must be versatile, flexible and proactive when developing project schedules or coordinating resolutions to technical issues • Must be willing to travel globally from time to time (estimated not more than 6 times a year outside SA borders) • Solid understanding of the new industrial challenges related to the Internet of Things and Machine to Machine domains • Customer Service Orientated; Independent worker, able to plan, organize and co-ordinate; Resilient and tenacious; Stress tolerant and adaptable • Initiating action - takes action that goes beyond job requirements 		

TECHNICAL COMPETENCIES (duties)

- Develop & present demonstrations of PTC ThingWorx solution to key customers and prospects
- Develop & deliver Proof of Concepts
- Scope, Plan, and deliver technical services for projects
- Suggest potential solutions and/or alternatives to key customer issues to optimize automation controls and systems
- Research, understand and present technical information.
- Act as an advisor to others in developing pre-sales technical presentations and customized demonstrations
- Act as technical project manager for presales projects
- Address complex sales support problems and challenges
- Scope and Deliver technical training based on the customer's and ThingWorx's business needs
- Support sales team in qualifying potential opportunities with customers and prospects
- Develop technical responses for customer requests for information and proposals
- Provide support to customers and partners
- Perform other duties as assigned by 1Worx management

PERSONAL COMPETENCIES WITH BEHAVIOURAL INDICATORS

Customer Service Orientated	Implies a desire to identify and serve customers/clients, who may include the public, co-workers, other branches/divisions, government organizations, and non-government/private organizations. It means focusing one's efforts on discovering and meeting the needs of the customer/client.
Planning / Co-ordinating	Involves proactively planning, establishing priorities and allocating resources. It is expressed by developing and implementing increasingly complex plans. It also involves monitoring and adjusting work to accomplish goals and deliver to the organization's mandate.
Resilience and tenacity	Resilient people are expected to adapt successfully even though they experience risk factors that are against good development. This person will work to achieve a goal in spite of barriers or difficulties; actively works to overcome obstacles by changing strategies, doubling efforts and using multiple approaches. When it becomes obvious that a goal cannot be achieved, this person will redirect his / her energy into related achievable goals.
Stress tolerance	Maintaining stable performance under pressure or opposition and handling stress in a manner that is acceptable to others in the organisation. Maintains relationships - presents a positive disposition and maintains constructive interpersonal relationships when under stress. Copes effectively - develops appropriate strategies as needed to alter condition that creates stress and to sustain physical and mental health.
Initiating action	Responds quickly; takes immediate action when confronted with a problem or when made aware of a situation; takes independent action; implements new ideas or potential solutions without prompting and does not wait for others or request direction; goes above and beyond; takes action that goes beyond job requirements