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Job Title: Audio Visual Pre Sales Engineer

Salary / Package: £ competitive dependant on experience, + benefits

Location: UK, London and South East

Job Type: Permanent full-time

The company: Established and headquartered in Hong Kong, 1986, it now employs over 500 AV/VC personnel, with regional offices in China, Hong Kong, India, Australia, Japan, Korea, Macau, Malaysia, Singapore, Taiwan, Vietnam and United Kingdom, and strategic partners throughout Western Europe and the United States. In two decades, the company has expanded into a leading global total solutions provider with over 6,000 clients. Services include audiovisual consulting, product supply, engineering, acoustic consulting, as well as a turnkey AV/VC support and maintenance capability. Their diverse portfolio includes investment, education, legal, healthcare, residential, and airport sectors as well as fortune 500 and large multinational firms.

The Role

We have a permanent full-time position available immediately in our Operations Team, for a high-quality Pre Sales Engineer.

As a Pre-Sales Engineer you will be responsible for designing and drafting systems for business proposals brought in by the sales team, ensuring that quotes are technically correct before they are signed off. You will also be responsible for the following; providing technical support to the sales team throughout the sales process, writing technical specs, specifying correct equipment required for each sales proposal, providing simple concept drawings for the quotes, preparing supporting documents and detailed drawings for projects that have been sold, assisting the sales team during client meetings to confirm and ensure that the technical requirements are correct.

Main Job Tasks & Responsibilities

- Technical interpretation of client and sales team specifications
- Conducting technical site surveys of client sites to enable accurate sales proposals
- Producing Bill of Materials including all equipment and professional services required for project completion
- Estimation of project consumables for inclusion within proposals
- Providing direction to enable the production of proof of concept schematics and technical overview documentation
- Authoring scope of works for proposed projects
- Proof checking colleague's system designs
- Attending client meetings in conjunction with the BDM's to present Vega's technical proposals
- Identifying upsell opportunities and briefing the relevant BDM
- Keeping up to date with current and emerging AV/UC technologies

Experience & qualifications

- Minimum 2 years AV/UC system design experience
- Infocomm CTS, CTS-D or CTS-I certification an advantage
- Thorough knowledge of AutoCAD and/or Stardraw
- Thorough knowledge of MS Office

Key Competencies

- Lateral thinking and problem solving skills
- Planning, coordination and organisation
- Excellent communication skills
- Excellent Client facing skills
- Team working and customer service skills
- Flexibility and adaptability
- An awareness of new and emerging technologies
- An in-depth understanding of AV technology theory