



JOB TITLE: Position: Solutions Engineer

Available in: Dar es Salaam, Tanzania

Department: Solutions

Deadline: 10 May, 2024

The Role

We are seeking to hire a highly skilled and experienced **Solutions Engineer** to work closely with clients to implement proven IT/GIS strategies for their platform architectures, help evangelize the utilization of GIS based on mission results and business value and support the development of a multi-year strategic vision for critical clients.

Key Responsibilities

- **Build relationships** – Present, demonstrate, and support selling Esri software and solutions as part of the Solutions team. Work closely with the industry teams to understand and document organizations'

business requirements and formulate appropriate enterprise geo-spatial solutions to ensure customer success.

- **Be an expert** – Become a subject matter expert in ArcGIS platform usage, configuration, and deployment for Esri's most strategic customers. Work closely with the industry teams to build a strong community of end-users through technical sessions, industry events and organizational events.
- **Solve problems** – Proactively craft and propose solutions that clarify how GIS brings business value to our customers by addressing the critical business challenges they face.
- **Tell our story** – Design presentations for technical and non- technical audiences within Esri's largest customers.
- **Instruct Classes** – Prepare for classes by having PowerPoint slides and demos for the courses assigned.

Requirement

- Masters or bachelor's degree in Geography, Geospatial Science, Surveying, Environmental Sciences, Information and Communication Technology (ICT), Geographic Information System (GIS), Remote Sensing, Planning, Cartography, Photogrammetry, or a similar discipline from a reputed university.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Minimum of 3 years of work experience in the field of Technology Sales.
- A minimum of 2 years of experience with ArcGIS family products.
- Proven ability to drive the sales process from definition to closure.
- Strong business sense and industry expertise

- Excellent communication and presentation skills with an ability to work in interdisciplinary teams.
- Working knowledge of ArcGIS, ENVI Remote Sensing and Trimble GNSS solutions will offer a distinct advantage for this position.
- Willingness to travel and work in a global work environment.

Recommended Qualification

- Experience deploying or working with ArcGIS Solutions
- Ability to troubleshoot client issues related to Esri application deployment and system architecture.
- Experience integrating software solutions with other business systems including data warehousing, BI, CRM, ERP, and analytics platforms.
- Experience incorporating real-time information streams with existing GIS data and IT infrastructure.
- Basic understanding of artificial intelligence/machine learning concepts
- Programming and scripting experience with languages, such as Python and JavaScript
- Ability to troubleshoot client issues related to Esri application deployment and system architecture.

How to apply

If you are up to the challenge, possess the necessary qualifications and experience; please send your CV and cover letter in **(PDF format)** only quoting the job title on the email subject (**Solutions Engineer: Tanzania**) to careers@esriea.com on or before 10 May 2024.

Please note: – On your cover letter, kindly indicate your current and expected remuneration.