

Job Detail

Senior Level

Position Title	Technical Consultant
Company Name	Thales
Activated / Updated	2024-04-15 / 2024-04-16
Job Type	IT (Other) - Customer Support Engineer Consulting - IT Consulting (Other) IT (Other) - Presales
Industry	Other
Location	Asia Japan Tokyo
Job Description	<p>Summary :</p> <p>The Technical Consultant provides consultancy and technical advice to the Customers.</p> <p>He/She defines and delivers card product specification based on Customer requirements.</p> <ul style="list-style-type: none">• Provide pre-Sales support, as a complement to the Sales process, including the analysis of the customer requests, in terms of Cards and Solutions (if relevant)• Understand the customer technical organisation <p>Provide Thales DIS with market knowledge and competition</p> <ul style="list-style-type: none">• Act actively to understand the Customer's technical needs and to identify the possible solutions, based on Thales DIS current product map.• Inside the context of his accounts management, the TC is in charge to define the Requirements• Specifications for the Customers assigned to him/her• Technical interface for the customers• In charge of the project management for the card product or FPER• In charge of coaching and supervising a Project Engineer (PE)• Part of project implementation of solutions (TSM, remote perso, etc.)• Write the preliminary requirements specification for any customer project.• Responsible for the technical answers to RFI and RFQ.• TC fulfils the 'Customer Project Owner' role by default for all projects with the customer.
Company Info	<p>Thales people architect identity management and data protection solutions at the heart of digital security. Business and governments rely on us to bring trust to the billions of digital interactions they have with people. Our technologies and services help banks exchange funds, people cross borders, energy become smarter and much more. More than 30,000 organizations already rely on us to verify the identities of people and things, grant access to digital services, analyze vast quantities of information and encrypt data to make the connected world more secure.</p> <p>Thales Japan has been present in Japan for more than 40 years and has been responsible for expanding our business as well as supporting the local users. Thales objectives are to be an active and recognised partner for the development of infrastructure in Japan and to cooperate with Japanese companies in the export market for defence, transportation, aerospace, space and security.</p>
Salary	Depends on experience