



RECRUITMENT

TECHNICAL SOLUTIONS CONSULTANT (PRESALE)

OVERVIEW

- **Salary:** Up to 30 million VND/month
- **Experience/Level:** Senior
- **Location:** Ho Chi Minh City

JOB DESCRIPTION

Consultancy Expertise:

- Research and analyze legal documents, directives, and project-related materials;
- Survey systems, analyze requirements, and study software systems to provide customer solutions.;
- Identify and control current and future customer needs;
- Consult, develop technical plans and make estimates for IT projects;
- Draft consultancy documents: feasibility reports, technical designs, project outlines, and cost estimates;
- Support project implementation; prepare bids, draft, and negotiate contracts;
- Search for business opportunities, build relationships with customers and suppliers;
- Develop documents, present solutions, product demos, POCs;
- Perform other tasks as assigned.

Work requirements:

- Design and architecture direction for application development projects.
- Collaborate with departments and partners to develop new software products.
- Analyze, consult on IT solutions and advise on future development directions.

REQUIREMENT

Qualifications and experience

- Bachelor's degree in: Administration; Economics; Business; Computer, Information Technology; Electrical, Electronics, Telecommunications Engineering; Engineering.
- At least 3 years of experience in the IT and software field.
- Experience and knowledge in software project management, analysis and design of application/software systems.
- Extensive knowledge of application design architecture, information management systems (MIS), Business Process Management (BPM), and project management tools such as Visio, Enterprise Architect, Microsoft Project.



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- Background in sales experience, knowledge in Engineering/ IT/ Telecommunications/ Cybersecurity are an advantage.

Knowledge and Skills

- Knowledge of IT, business analysis, business information systems.
- Communication skills, teamwork, planning, organization, work management, negotiation, problem solving, document drafting, information analysis and processing.
- Consulting, proposing, decision making skills; Innovation, creativity and multitasking ability.
- Experience in organizing performances and seminars.

Language

- English, TOEIC 450 or equivalent.

ADVANTAGES

Certifications/Qualifications:

- IT Project Planning and Management Certification.
- Basic Bidding Certification.
- Certificate in IT Project Construction Supervision and Cost Estimation for IT Application Investment.
- Certificate/Training Certificate and/or Certificate (Practice) in Project Management.
- Certificate of Participation/Completion of Training Course on Problem Solving Analysis Skills or Effective Communication and Presentation Skills.

BENEFITS

- Attractive salary, bonus based on ability and project, salary review twice a year.
- Trained and guided on the job by experienced experts in the field of business and technology.
- Open working conditions, where all employees are appreciated, treated fairly and trustworthy.
- Regular annual travel and teambuilding activities.
- Annual leave: 12 days/year.

HOW TO APPLY

- Send your CV to mail: tuyendung@lancsnet.com