● Software ● Data
● Consulting ● Support
● Professional Services
● Training

About Esri Malaysia

The Global Geospatial (GIS) Solutions Market size is expected to swell to $549.1 billion by 2025, rising at 15.6% CAGR during the forecast period with Asia Pacific leading the charge.

Development of smart cities and urbanisation, integration of geospatial and mainstream technologies and growing adoption of location intelligence in businesses and public services are the market's key driving factors.

Esri Malaysia is Malaysia leading GIS solution provider. A GIS pioneer in the country since 1983, we play a key role in furthering the adoption of modern geospatial capabilities that support Big Data, Machine Learning, Artificial Intelligence, and Real-Time Analytics.

Our users span across industry domains, from national planning, public safety, city management, oil and gas, agriculture to utilities adopting GIS technology – Esri's world-leading ArcGIS platform – as an integral part of their business for better decision-making and business outcomes.

We are looking for individuals who are customer-oriented and collaborative team players who enjoy identifying and implementing strategies that will resolve business challenges and deliver real-world value and impact.

Industry Consultant

How will you benefit from this role?

1. Learn and grow together with a fast-growing multi-national company led by experienced management. You will have the benefit of learning together with colleagues and business associates from offices around the world.

2. Learn how spatial analysis can solve user's challenges with geospatial insights and produce better decisions.

3. Be recognised as a trusted partner to lead organisations in the adoption of one of the fastest growing technology trends in Malaysia and the region.

Esri Malaysia Sdn Bhd (101958-M)   Unit
3A-1, Level 3A, Tower 2B, UOA Business Park, No.
1 Jalan Pengaturcara U1/51A,   Seksyen
U1, 40150 Shah Alam, Selangor.

T +603 5022 0122
F +603 5022 0121
www.esrimalaysia.com.my

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Key accountabilities
» Delivering high quality scalable applications
» Support Daily Operation of customer for Esri Product onsite/remote
» Contribution to the team
» Business Discipline
» Productivity

Core Responsibilities

» Develop industry solution framework and pre-sales customer engagement.

» Industry pre-sales responsibility in Sales Support, Bid Support and Technology Updates

» Understand and advise on the industry market trends, potential and landscape

» Be familiar and understand the industry key stakeholders and principals/compliances

» Be familiar and understand the Esri industry product & solutions and other complementary software products and solutions offered for the industry

» Familiar and understand the industry workflow (i.e. production cycle, supply chain, roles and responsibilities)

» Be familiar and understand the competition landscape on the key industry solution providers.

» Lead the Esri Malaysia industry product/packaging development working closely with the sales development team.

» Be proactive in acting as the customer's technical industry advocate in dealings with Esri Malaysia.

» Become familiar with the customer's industry requirements, business goals, activities, workflows, business systems, applications and platforms and determine how geospatial technology can help the customer accomplish their goals.

» Advise customer on relevant industry geospatial strategies and develop the industry strategic plan

» Conduct industry product, solution and custom demonstration using Esri technologies and relevant partner's solutions.

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» Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities effectively covered and advanced.

» Provides technology updates to customers and Esri Malaysia partner network and participates in Esri Malaysia events and conferences.

» To support and undertake any other tasks as requested or assigned by the Management.

Personal requirements

» Degree in Computer Science/Information Technology/Software Engineering/GIS or a related discipline.

» Minimum of 3 years working experience in Utilities (water, electric, telecommunication or gas), National Security or Oil & Gas industry;

» Proven experience in the application of GIS concepts and technologies is preferred.

» Analytical and possess good problem-solving skills and proven ability to diagnose business problems.

» Strong interpersonal and communications skills, both oral and written in Malay and English.

» Possess effective presentation and relationship building skills.

» Experience in support tender bid processes.