

## About Esri Malaysia

*We are a multi-national organization specializing in enterprise software solution for large public sector customers, GLC and corporates in Malaysia. We expanded our business to Malaysia in 1983 and have since developed a loyal customer base leveraging on strong brand recognition, globally proven solution and industry expertise in Malaysia, South Asia and USA. We have largest market share and business growth is promising. Existing pool of resources are capable of providing high quality consultancy services, project implementation and comprehensive customer support. However due to rapid growth we seek qualified and enthusiastic professionals with various skill sets and positive attitude to be part of our growth expansion.*

# Senior Industry Consultant (Agriculture/ Plantation)

How will you benefit from this role?

You will:

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 an industry consultant to lead organisations in the adoption of one of the fastest growing technology trends in Malaysia and the region.

## Key accountabilities

- » Advice on use and delivery of geospatial business solutions based on industry needs
- » Lead design of industry solutions and advisory roles in Esri Malaysia
- » Generate quality proposal/tender documents
- » Propose industry solutions that address industry needs

## Role and responsibilities

- » Lead and develop industry solution framework and pre - sales customer engagement.
- » Lead the 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.
- » 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

### Core Skills and Attributes

- » Degree in Computer Science/Information Technology/Software Engineering/GIS or a related discipline.
- » Minimum of 5 years working experience in Agriculture/Plantation 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.