ABOUT GEMALTO

Gemalto is the world leader in digital security with annual revenues in 2016 of €3.1 billion and more than 15,000 employees operating out of 118 offices and 27 R&D centers, located in 49 countries.

We are at the heart of the rapidly evolving digital society and a third of the world uses our products. Gemalto's digital solutions ensure that people communicate, travel, shop, bank, entertain and work safer and easier.

In North America, our customers span across these market segments and include Verizon, Amazon Web Services, Department of Defense, Audi and Microsoft. We have tremendous opportunities and growth potential within all segments, including EMV, NFC and the Internet of Things.

Learn more about us by watching this short animation.

JOIN US

We can offer you a dynamic career in a friendly, diverse international work environment where your contribution is highly valued.

WHY GEMALTO?

- 94% of our employees think that Gemalto is a Great Place to Work.
- We have a multitude of awards in innovation, marketing, business, quality of our solutions and our people.
- We have a Business Innovation Garage (BIG)

SOLUTION MANAGER

Location: Austin, TX

As a Solution Manager for the Government Programs team located in Austin, you will address customers' needs in coordination with the sales team in order to offer the most appropriate technical solutions and you will also contribute to the maximization of the solutions turnover and profit margins.

A week in the life of a Solution Manager:

- You will be the technical interface of the solutions area team within the Government business line.
- You will drive the definition of solutions for prospects and customers.
- You will understand the technical requirements of the project.
- You will become an expert with Gemalto's off-the-shelf solutions and use this know-how to define the most suited architecture corresponding to the customer's needs.
- You will define the solutions and system architecture during the pre-bid phase, taking into account the Product Line proposals as well as the customers' needs.
- You will be the customer's technical interface in cooperation with the local sales teams.
- You will negotiate any evolution or advice for the solutions to be installed, making sure they are in accordance with the Business Line and taking into account the customers' or the integrators' needs.
- You will lead Proof-Of-Concept solutions and demos within different areas, in accordance with the Business Line and areas strategy.
- You will contribute to the development of technical business for new solutions or services (based on the field feedback).
- You will lead the technical answer for the proposed solutions during the bid process.
- You will lead technical consulting and support to define the solution during the pre-bid phase.
- You will coordinate the technical requirements for bid answering and set up the POC when needed.

Knowledge, Skills and Experience:

- **To succeed at this job, you must have:** strong negotiation skills, a solid technical background, communication and presentation skills, ability to travel frequently, understanding of legal contracts, project management experience, and ability to learn about new technology, products, customer's processes and environments.
- **It would be preferred if you have** scheduling and organization skills.
- **You must be** fluent in English.
- **We would like someone to join our team who is** autonomous, convincing, business-oriented, a strong written and verbal communicator, flexible and creative.
- **You must have** a Bachelor's Degree in Computer Science, Engineering or a similar field.
- **We are looking for someone with** 3+ years of experience in a similar pre-sales role or 5+ years of experience in software

so you can suggest and develop your ideas.

- Our employees come from 117 countries.
- We provide training, promotion from within, cross-cultural and interbusiness mobility.
- You can contribute immensely to making the internet a safer place!

development, solution architecture or product management with an interest in a pre-sales career.

Application Process

- Apply now before this career opportunity is filled. We look forward to reading your CV!