



Gorilla Technology Group

Gorilla Technology (<https://www.gorilla-technology.com/>), a privately held company established in 2000, specializes in video intelligence and IoT technology, supporting a wide range of video-centric and content management applications for retail, enterprise and surveillance. Gorilla Technology's cutting-edge video intelligence solutions transform business processes across a myriad of industries by unlocking the vast trove of data embedded in video streams.

Pre Sales Engineer

At Gorilla Technology, our mission is to apply our Video IoT Platform to achieve management, business and security convergence. That thinking is at the core of how we approach our talents at Gorilla Technology. Unlike roles with similar names at the other companies, Pre Sales Engineers at Gorilla Technology aren't purely sales person or technical engineers. As a Pre sales Engineer, you will manage the technical sales cycle and be a key member of the cross-functional team that will launch our products, along with Account Executive from product concept to mass production. You'll have a huge impact on the quality of Gorilla Technology's growing suite of products and services.

Location: Bangkok, Thailand

Responsibility

- Be responsible for providing technical/ functional support to prospective clients/ partners while ensuring customer satisfaction with minimal supervision, through on-line/in person sales efforts

- Be responsible for production introduction and developing complete technical solutions across the product lifecycle
- Assist opportunity scope confirmation and proposal
- Able to collect and convey customer requirement clearly to communicate with Product and Solution team
- Collaborate with R&D teams on implementing product and providing technical knowledge to develop feasible business model with our partnerships.
- Able to identify/scope next phase of business opportunity

Minimum qualifications:

- Bachelor's Degree in MIS or Computer Science
- Minimum 2 years technical experience in technical related industry: IT, Software, or Video Surveillance is a plus
- Strong interpersonal and communication skills.
- Strong analytical skills
- Team player
- Fluency in English (Mandarin a plus)

Preferred qualifications:

- Experience or interest in sales and customer support
- Demonstrated experience troubleshooting or resolving customers queries
- Proven ability to multi-task and manage multiple projects at a time while paying strict attention to detail
- Self-motivated and demonstrated capability to lead and/or motivate others working around you

Benefits:

- Work from home
- With good English skills, will get opportunity for global support when company needed

Contact US:

MS. Diana TSAI
HR Associate Manager

7F, No.302, Ruey Kuang Road, Neihu, Taipei, Taiwan, R.O.C
Mail: dianatsai@gorilla-technology.com
[Tel:+886-2-2627-7996](tel:+886-2-2627-7996) ex.8004