



JOB DESCRIPTION

Person assigned to the role: TBD	Department: Local Technical Department	Date:	Revision: 00
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1) Job title:	Product Specialist SteelcoData
2) Position of the employee:	Local in the region
3) Superior:	Local MD, dotted line to PLM Steelco Digital Solutions
4) Subordinates:	None, works in a matrix structure
5) Substituted by:	New position
Substitute of:	New position

6) Job purpose:
Perform pre sales activities together with local sales team, but will also provide technical and supporting assistance for implementing the products that are a part of the Steelco Digital Solutions team

7) Main duties:
Assist with the implementation of the SDS products
Provide project management for the SDS products
Assist with translation to local language for the SDS products
Translate technical SDS product documentation in local language
Provide on site training for customers
Translate customer needs into user requirement specifications
Optimize local customer procedures where possible to assure optimal usage of the SDS products.

8) Responsibilities:
Responsible for the correct administration around support requests
Answer technical tender product questions
Talk the talk and walk the walk when it comes to meetings with local customer IT departments
Be the liaison between local customers, local sales organization and the HQ
Demonstrate and present the SDS products to internal team and customers
Specific objectives will be defined in qualitative and quantitative details, for projects in progress and/or to be developed

9) Requirements of the role:
Preferably Engineering / Computer Science Training
Good knowledge (or willing to learn) the working practices of hospitals and CSSDs including the flow and movement of goods as well as systems. Knowledge of working principles and operation of CSSD equipment
Appropriate knowledge in written and spoken English language required to internationally support the organization in relation to automation and process control solutions
Deep knowledge of automation and IT processes for integrating new Steelco technologies
Capacity for analysis and synthesis, critical reasoning, problem solving, decision making and teamwork

Contacts
Send Curriculum with contact information to - e.pastor@steelcogroup.com