

Applications Engineer – Fully Remote Position

September 2022

Overview:

About VisionTrack:

VisionTrack is Europe's leading provider of cloud-based video telematics and our focus is to ensure we continue to provide the best full featured video telematics solutions to serve growing market demand for video enabled telematics systems.

We have won more than 22 awards for innovation in the past three years and are dedicated to improving road safety and reducing insurance claims costs, whilst assisting fleet operators to improve asset tracking / utilisation, fleet optimisation, regulatory compliance, and security.

Our multi award-winning telematics platform has been built using the latest technologies that can locate a vehicle in real-time with live video and analytics. The cloud-based solution has evolved to connect to any third-party system and is the most innovative and leading video telematics platforms available on the market.

Key Responsibilities:

Presales

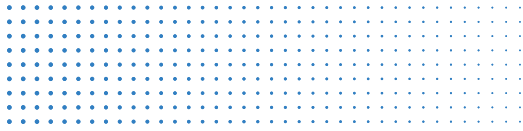
- Definition of new requirements for customer projects, to be provided to product management, acting as the sponsor for such work and relaying choices / compromises and timescales with the customer on such developments
- Responsible for a given sales channel (individually) as part of a wider team supporting the account manager technically with day-to-day technical issues and enquiries
- Develop and maintain relationships (at a technical level) with key customers in each channel.
- Pre-sales technical enquiries
- Responding to the technical aspects of RFP / RFQ's
- Solution architecture for customer integration projects (working with customer directly) e.g. API integrations etc
- New customer project support, defining / architecting
- Solution architecture for customer HW projects (e.g. HA and the new MDVR or the new AI rear view camera etc)
- Creation of reusable presales tools / assets to support the sales cycle
- Delivery of Proof-of-Concept projects

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Post-sales:

- Define specification for bespoke device kit bundles and provide information required internally to setup order fulfilment process for bespoke kit bundles
- Define device FW / settings configuration requirements for projects (if non-standard) and communicate requirements to enable order fulfilment
- Define Platform setup and configuration (e.g. ORG / fleet / licenses / roles / permissions / user setup etc) as input to customer on-boarding process
- Supporting PI critical issues and liaising with the customer on information and resolution, acting as a bridge technically between the customer and the development team
- Technical customer documentation (drawings, wiring diagrams excluding installation specifications and detailed explanations of complex system aspects)

Qualifications:

Education and Experience:

- Worked in presales role. Possibly worked for automotive engineering consultancy focused on electrical / electronic systems
- Knowledge / Experience of vehicle telematics or similar connected solutions with mobile devices
- Knowledge / Experience of vehicle systems including CAN bus and vehicle wiring & integration
- Degree in relevant engineering subject preferred
- Excellent internal / external communicational skills
- Proficient IT skills
- Proficient knowledge of Microsoft Office to include Word, Excel, Outlook, Power Point

Desirable:

- Knowledge / Experience of manufacturing assembly with Commercial off-the-shelf components / electrical wiring
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Key Competencies:

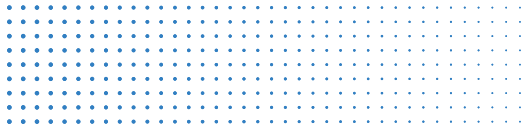
- Consultative sales skills including requirements solicitation / confirmation
- Automotive electrical systems including knowledge of related standards
- Solution architecture
- Communication skills
- Planning and organising
- Attention to detail
- Problem solving skills
- Teamwork

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Technologies

- Vehicle camera systems and mobile recorders
- Telematics and connected devices
- Cloud based services with Application Programming Interfaces
- Vehicle electrical / electronic systems

What are we doing to help us build a thriving, inclusive community?

Our ambition is to build a more diverse, equal and inclusive workplace for everyone and we have a mission statement in place to reinforce our commitment. However, that's the easy part!

Our key challenges are...

- How we continue to nurture positive behaviours in our own culture to foster healthy, happy and collaborative colleagues where performance is recognised and differences celebrated.
- How we strive to build our own internal community to better reflect the diverse communities we serve.

To help us achieve this, we have recently established an employee network called **#WeAreMarkerstudy** – a body of proactive colleagues with diverse interests and experiences, who have volunteered themselves to be part of a driving force for positive change.

Change won't happen overnight or without the support of our colleagues, but we are now in a good position to make realistic and manageable plans in order to see them flourish in the future.

To apply, please send your resume and cover letter to erinlong@markerstudy.com.

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