

JOB DESCRIPTION

Job title : **RPA Presales Consultant**
Quantity : **1**
Position type : **Full-time**
Location : **Hanoi**

PROJECT INFORMATION & OPPORTUNITY

FPT Software is part of FPT Corporation (FPT – HoSE) – a global leading technology and IT services group headquartered in Vietnam with nearly US\$1.2 billion in revenue and 29,000 employees.

Qualified with CMMI Level 5 V2.0 & ISO 27001:2013, ASPICE LEVEL 3, FPT Software delivers world-class services in Smart factory, Digital platform, RPA, AI, IoT, Enterprise Mobilization, Cloud, AR/VR, Embedded System, Managed service, Testing, Platform modernization, Business Applications, Application Service, BPO and more services globally from delivery centers across the United States, Japan, Europe, Australia, Vietnam and the Asia Pacific.

With a focus on R&D activities to improve quality of services, FPT Software has been serving over 700 customers worldwide, a hundred of which are Fortune 500 companies in the industries of Aerospace & Aviation, Automotive, Banking and Finance, Communications, Media and Services, Logistics & Transportation, Utilities, Consumer Packaged Goods, Healthcare, Manufacturing, Public sector, Technology and more.

For more information, please visit www.fpt-software.com/

JOB DESCRIPTIONS

- Working in collaboration with the Sales to define, develop and close sales opportunities. Established relationships with Sales representative across the FPT Software organization in different countries.
- Consult the client in their automation journey, advise for automation best practices and RPA ramp-up program.
- Persuading and impressing clients, making proposals and tailor-made presentations, demos.
- Present and discuss with clients or partners on all aspects of RPA and process automation: business value, ROI, roadmap, implementation methodology, features, infrastructure, etc.
- Talking and influencing clients on different levels and background (C-level, IT and non-IT clients).
- Managing and interpreting customer requirements - speaking with clients to understand, anticipate and meet their needs.
- Deliver technical training demos, support for clients.
- Provide technical support to Sales.

JOB QUALIFICATIONS

- Minimum 6 -15 years' experience in IT industry. Previous pre-sales, consulting experience is highly desirable.
- Practical RPA (UiPath, Automation Anywhere, BluePrism, Power Automate) experience in selling, consulting and delivering to clients.
- Previous experience in Business process improvement, BPM, OCR, AI, Process Mining tools is a plus.
- Skills required: highly logical, process minded, good presentation and communication skills
- Fluent written and spoken English.
- Deep, broad knowledge of automation technology and business consultancy.
- Result-oriented with business and strategic thinking.
- Able to travel when needed



- This position has the profile from IT background wants now to switch to Presale role and has been exposed before to commercial technical discussions and solution shaping.

BENEFITS

- “FPT care” health insurance provided by AON and is exclusive for FPT employees.
- Company shuttle buses provide convenient way of transportation for all employees.
- Annual Summer Vacation: follows company’s policy and starts from May every year
- Salary review 2 times/year or on excellent performance
- International, dynamic, friendly working environment
- Annual leave, working conditions follow Vietnam labor laws.
- Other allowances: lunch allowance, working on-site allowance, etc.

How to apply: Sending updated CV to email: vannth13@fsoft.com.vn