

Department: OEM
Position: Solutions Integration Engineer
Location: Europe

About Asavie and OEM

Asavie is an Equal Opportunity Employer that offers a competitive salary, benefits & the professional advantages of an environment that supports your development & recognizes your achievements. Asavie offers an inclusive environment where employees have the opportunity to succeed and diversity is embraced as a competitive advantage in the marketplace.

The passion that our people bring to their work extends to their private worlds, and Asavie encourages a healthy balance between the two.

Asavie OEM Department values training and education and is dedicated to providing the tools and training in support of our employee's professional development.

As a Solutions Integration Engineer working in Asavie's OEM and Reseller channels your role will be to help partners and customers reinvent their business models through digital automation and finding the best solution get their business connected through different IoT solutions.

Asavie's Passbridge platform is used by customers to better connect and digitize their business. You will work directly with Partners and OEM's to help identify, validate and build innovative connectivity solutions that provide time-to-market, scale and cost advantages. Focus will be on system integrators, managed service providers and equipment manufacturers.

- Collaborating with Sales, Operations and Engineering to build and position Asavie PassBridge SDN platform within IoT projects
- Build customized solutions covering everything from Collectors, Connectivity, Control and Collate within any internet of things solution
- Engage and demonstrate Asavie value to System integrators and managed Service providers to build their service offering on Asavie PassBridge
- Engage the hardware, module makers and ensure Asavie connectivity can be provided over open standards like IPSeC, IPoTLS. Evaluate need for SDKs for stronger integration.
- Work with Cloud vendors like AWS, Google, Azure to help customers get their business into the cloud.
- Engage Device management systems and IoT Platforms to integrate Asavie PassBridge functionality into their eco system.
- Ability to scope integration project for professional services or product engineering
- Comfortable to present on stage, to executive level, and at Exhibitions the PassBridge solution
- Liaise with product management to feedback marketing intelligence to form Asavie product strategy

Requirements:

- BA/BS in computer science or similar experience
- Background as a solution architect / sys admin role for IP based networks
- Experience working with cloud computing and development boards
- Excellent problem solving skills and ability to think outside the box
- Strategic vision and good knowledge of the ICT products arena
- Good Technical presentation skills both verbally and written
- This position requires travel to customer and non-customer sites.

How to Apply

If you think you have what it takes to really make a contribution in our company, then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.