

## MEDIA AND ENTERTAINMENT SOLUTION ARCHITECT

<b>REQUISITION NUMBER:</b>	<b>2303</b>	<b>LOCATION:</b>	<b>KUALA KUMPUR, MALAYSIA</b>
<b>DATE POSTED:</b>	<b>25 June 2020</b>	<b>DEPARTMENT:</b>	<b>SALES ENGINEERING</b>

With our award-winning technology and trusted expertise, Grass Valley enables and empowers creators, broadcasters and media organizations to produce brilliant content that captivates audiences and connects people through the magic of media.

As the industry's R&D powerhouse, we offer the widest and deepest range of best-in-class solutions in the industry. We are the trusted partner to many of the biggest and most creative names in the media and entertainment business as we help our customers to build successful media businesses and navigate the rapidly shifting mediascape.

### Why Join Grass Valley?

As the world continues to evolve, Grass Valley is also transforming: Creating innovative breakthrough solutions to serve customers' changing needs and realities. We are proud that for over 60 years, our innovations have enabled content creators, broadcasters and media organizations to produce rich, compelling content that brings the viewer even closer to the action; more engaged with the story and more connected to others.

Our people are creative, knowledgeable, passionate and dedicated, working together to deliver high quality solutions and services to customers all over the world. We are looking for our future ambassadors, technologists, thought leaders and innovators to continue this beautiful journey with us. This is your opportunity, join us!

For further information, please visit [www.grassvalley.com](http://www.grassvalley.com).

### The Opportunity

Grass Valley is currently looking to recruit a **Media and Entertainment Solution Architect** to be based in Kuala Lumpur, Malaysia.

As an integral part of the Sales team and being well-versed in the facets of complex solutions selling and broadcast technologies, the Solution Architect will help guide, shape, design, build mind share and adoption of the next generation media and broadcast platforms on offer from Grass Valley.

In this customer facing role, the Solution Architect will be responsible for assisting customers based on best practice, navigate the changing media landscape from traditional broadcast technologies to the next generation of IP, 12G, UHD, Live and Post Production solutions that leverage on on-premise and cloud deployments.

## Your Role

- Provide sales engineering support to the sales team in the form of technical advice, presentations, demonstration, Proof Of Concepts (POC), high level system designs and meetings with customers;
- Consult based on industry best practice for building next generation IP broadcast solutions utilizing on-premise, hybrid and cloud based architectures;
- Provide guidance and advice on the operational and technical consideration for migrating from traditional broadcast systems to modern IP, 12G and UHD solution architectures;
- Review client requirements, operational workflow and propose solutions using Grass Valley products/technology;
- Perform detailed product demonstrations and presentations both online through webinars and in person;
- Respond to sales prospects and channel partner technical inquiries in a timely manner;
- Create and manage quote, proposal and SoW (Statement of Work) throughout the presales and service handover process to delivery team;
- Involve in Grass Valley bid review process, as well as oversee and lead RFP/RFQ/RFI responses;
- Assist in development of technically oriented sales and marketing materials;
- Participate at industry tradeshows and general consulting support;
- Strong customer focus and willing to travel up to 40% of the time to various client sites in China;
- Participate in product evangelization with R&D/Engineering departments;
- Ensure that all meetings, discussions, action plans, outcomes are clearly documented and followed-up

## What you Have to Offer

- Bachelor degree in Engineering, Computer Science or equivalent
- 3+ years' pre-sales experience within the broadcast video market with exposure to hi-tech environments
- Technical knowledge of video/audio routers; multi-viewers; video/audio signal processing; master control switching and branding; live production studios/trucks; IP networking; graphics; cameras, switchers, digital media workflow and cloud architectures
- Solid understanding of broadcast video industry
- Experience in complex solutions selling with demanding 'on-air' environment, preferably in broadcast, broadband digital TV head-end, TVSP, Pay-TV and/or Telco industries
- Excellent verbal, written, presentation and demonstration skills in English and Mandarin
- A collaborative working style, team oriented with a good sense of humor and a strong work ethic

- Competency and proficiency in Microsoft Office applications and internal CRM tool (Salesforce.com)

## Ready to Apply?

Please email your resume to [APAC.jobs@grassvalley.com](mailto:APAC.jobs@grassvalley.com) quoting the Requisition Number and Job Title in the subject line of your email.

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- Grass Valley offers competitive compensation packages in an energizing and supportive work environment.
  - This job description is intended to describe the general nature and level of work involved for this job. It is not an exhaustive list of all responsibilities, duties and skills required of this job.
  - Grass Valley is an equal opportunity employer and makes employment decisions without regard to gender, marital status, race, religion, colour, age, disability, sexual orientation or protected veteran status.