

# JOB DESCRIPTION

**Position:** Technical Solutions Architect, APAC  
**Reports to:** General Manager, APAC  
**Location:** Hong Kong

An exciting opportunity has arisen for a Technical Solutions Architect to join a fast growing technology company. AVMI is the UK's leading provider of Audio Visual and Video Conferencing solutions and is expanding rapidly overseas as well as developing a number of market leading innovations.

The Technical Solutions Architect will be part of the design team providing Audio Visual design and draft solutions for the Sales Teams, prior to handover to the Operations Team. The chosen candidate will be working closely with sales team to assist in providing cost effective AV design, detailed and accurate scope of works, whilst ensuring the appropriate Post Sales handover procedures are followed.

## ROLE AND RESPONSIBILITIES

- Support the Sales account team in creating the necessary information to develop clients AV strategies and technology road-maps and maintaining ongoing relationships
- Attend client meetings and conducting site surveys to understand client requirements
- Design and engineer creative and innovative solutions
- Have an awareness of related cost, and ensuring it's within the customers budget and profitable to AVMI
- Ownership of the AV design solution from conception to completion
- Producing prerequisite draft designs and relevant documents for handover to projects team once order is confirmed
- Create and own professional documentation for all work undertaken prior to handover to the projects team
- Act as Technical Architect on tender project opportunities
- Attend tender interviews and support the bid team on technical presentation
- Liaise with suppliers and manufacturers to ensure technical knowledge is gained to successfully design solutions
- Keeping up to date with AV technology and trends.

## SKILLS REQUIRED

- **Excellent technical knowledge of AV & VC equipment from all major brands**
- Must be able to produce AV designs including: control flow diagrams, video and audio components
- Ability to design innovate, financially viable and reliable system that meet our clients requirements, while remaining competitive in the market
- An up-to-date understanding of the AV marketplace including products and trends
- Knowledge of the latest AV products including, but not limited to: AMX, Crestron, Extron, Samsung, NEC, Polycom, and Cisco

- Excellent verbal and written communication skills
- Excellent organisational skills and the ability to work on multiple projects
- Ability to understand project schedule, plans and labour requirements
- Ability to prioritise and work under pressure is essential to meet necessary deadlines
- Good understanding of IT and networks
- Good understanding of Microsoft Office including Excel and Word

## ABOUT AVMI

AVMI provides services to leading organisations in financial services, legal, professional services, retail, defence, government, health and education sectors.

AVMI has focussed its business strategy on providing 'trusted advisor' life-cycle services to clients with a significant portion of growth coming from international business.

AVMI has recently secured a place, for the second year running, in the Sunday Times International Track 200. This international growth has been enabled by AVMI's award winning Global Enterprise Framework of services, helping its multi-site clients to drive consistency and efficiency into their audio visual and collaboration facilities and services across all locations.

Having opened operations outside of the UK in Hong Kong, New York and Dublin, AVMI is planning to secure additional international locations in support of its clients' businesses.

Education Level:	Diploma or above
Years of Experience:	Minimum 5 years related experience
Professional Certification:	CTS-D would be an advantage
Languages:	English proficiency, both written and spoken
Employment Type:	Full-time