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Where Digital Transformation Begins!



Techno-Commercial OPC Consultant

Oil & Gas (M/F)

(OPC Products & Services)

Approved by:

HRO

Email: hr@plutostech.com



Role: Techno-Commercial OPC Consultant/ Oil & Gas (with OPC Products & Services)

Reporting to: VP of Marketing & Business Development

Contract: Independent Consultant

Starting date: January 2021

Duration: One Year (renewable)

The following details form the basis of the scope of responsibilities, duties and accountability of the **Techno-Commercial OPC Consultant** position:

Job Responsibilities

- Active lead generation on a daily basis, setting up and attending sales meetings
- Making techno-commercial offers: selling and upselling
- Tracking of all positive leads until closure, managing the portfolio of accounts, generating their respective techno-commercial proposals
- Development of a good working-relationship with clients, handling of their needs and requests, conflict management
- Setting up and meeting sales targets in alignment with the company's objectives
- Recovery and follow ups, monitoring of sales metrics, payment advice, money collection follow-up, identification of sales & performance improvements
- Business travel to clients if needed
- Weekly status report of accounts, receivables, opportunities, purchase orders
- Other ad hoc duties as they arise

Role Requirements, Desired Skills & Qualifications

- OPC server/Client architecture, implementation
- OPC products selling
- Familiarity with OT, DCS, Modbus, PLC, data lakes interfacing, Firewalls, cybersecurity notions is a plus
- Takes the initiative to solve problems and continually updates their own skillset
- Works independently with little direct supervision day to day
- Willingness to travel, depending on project needs
- Driver's license B
- Languages: English, other languages are a plus



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Remarks

This job description is neither definitive nor exhaustive. However, it should provide a clear indication of what is involved in the role of a **Techno-Commercial OPC**.

Contact

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