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## Architect / Lead Consultant

### Who We Are:

HAND Enterprise Solutions (“HAND”) - A Global Leading Service Provider of Enterprise IT Solutions.

Hand Enterprise Solutions was found in 1996 in Shanghai, China and listed on Shenzhen Stock Exchange since 2011 (stock code: 300170). We are proud to state that we are the biggest IT solution provider in China and probably the most international one.

Key figures about HAND:

**24+**  
YEARS OF

**12,000+**  
EMPLOYEES

**31,000+**  
IMPLEMENTATIONS

**5000+**  
CUSTOMERS

Since 2007, HAND has set up subsidiaries in Japan, Singapore, the United States, India, and the Netherlands (European headquarter). HAND is able to provide local implementation and support to our clients in a global scale.

**HAND Enterprise Solution Europe B.V. (“HAND Europe”)** is situated centrally in Europe with its Head Office in Eindhoven, the Netherlands since 2019. The region is also known as “BrainPort” and regarded as the “European Silicon Valley”. Our primary focus will be on Chinese owned companies with their branches in Europe, and European companies that want to expand to Asia. We are leaning on extensive project/AMS experiences, trusting clients, global delivery capability, and massive experienced team. Meanwhile HAND Europe is a small, but fast-growing agile team with scale-up company spirit. Our culture is flexible and bold, European and Chinese, no non-sense culture.

We are not limited to any background, as long as you fit into the function and you are willing to be part of us.

### What is the Work:

The Architect / Lead Consultant will be part of the technical conscience of the European team in the own field of expertise. He or she will be the boots on the ground talking directly to the European customers guiding them in the chosen solution. And combining his or hers (local) knowledge with the in depth technical and customer/industry knowledge of our team in China.

The work is an intersection of business, technology, and creativity. It involves first understanding what a company wants to accomplish and then employing knowledge to help to design a commercially viable solution with your colleagues.

- Serving as a Liaison. Work with a variety of people. Talk to leaders in the company to understand what the business wants to achieve and then explain objectives to the tech team and provide instructions on how to go about creating what is desired
- Serve as primary technical/functional contact for customers’ counterparts
- Serve as an intermediary between the customer, the local team Europe and the Development team in China
- Help in selecting a solution for the customers’ needs and split it up to add a pricing model to it
- Help in de pre-sales process to explain the chosen solution to the customer
- Discuss impact of scope and planning changes
- Overseeing development and implementation of programs
- Providing technical leadership and support to software development team
- Assist with solving technical problems when they arise
- Ensure the implementation of agreed architecture and infrastructure
- Address technical concerns, ideas and suggestions
- Monitor systems to ensure they meet both user needs and business goals
- Crafting and presenting sales pitches to the decision makers
- Provide deep product knowledge to the Sales team
- Represent the company in a professional manner and build good relationships with clients to the company’s benefit
- To advise on bid / no bid decisions based on technical, functional and commercial considerations

## Who You Are:

Education and Work Experience:

### Required

- Proven experience as a Technical Architect or Lead Consultant
- 5+ years hands-on experience with software development and system administration
- Understanding of strategic IT solutions
- Proven experience with at least one of the ERP solutions of Oracle, SAP and/or Microsoft
- Excellent communication skills, both verbal and written
- Bachelor's degree in Computer Science, Software Engineering, or a related field
- Good interpersonal skills
- Experience in working in a team in a distributed model across multiple projects
- Experience in working for multiple clients at a time
- Willing to travel and work internationally through Europe (once a while in China)

### Preferred

- Experience in cloud technologies
- Knowledge of integration solutions
- Experience in working for European customers
- Familiarity with various IT infrastructures, operation systems and databases
- Current understanding of best practices regarding system security measures
- Advanced understanding of business analysis techniques and processes

### Specific Knowledge & Skills

- Enjoy international (Dutch, German, Chinese mostly) team and working environment
- Take initiative to identify and anticipate client needs and make recommendations for implementation
- Ability to assimilate large amounts of data into consolidated, intelligible reporting
- Understanding multiple PM methodologies
- Flexibility and the ability to think on their feet is essential
- Executive Presentation skills
- Speaking and writing fluent English is must. Dutch, German and French are good to have. Chinese speaking is highly preferred due to the nature of our business and customers

### Personal Skills

- Able to communicate effectively across organizational, technical and political boundaries
- Strong decision making and problem-solving skills
- Organizational and leadership skills
- Able to give and receive feedback
- Self-driven, motivated, and able to independently lead towards results
- Time Management and Organization skills
- No non-sense attitude
- Team player

## Interested or want more information?

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