
Project Manager / 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:

23+ YEARS OF	12,000+ EMPLOYEES	31,000+ IMPLEMENTATIONS	5000+ CUSTOMERS
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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 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 or 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 team with scale-up company spirit. Our culture is flexible and bold, European and Chinese, no non-sense culture.

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

What is the Work:

The Project Manager / Lead Consultant will be part of an international team that delivers the projects to our customers in Europe. 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 and skills with the in depth technical and/or customer knowledge of the various counterparts within our HAND team in China.

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

- 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 HAND team and provide instructions on how to go about creating what is desired
- Act as the local Project Manager in close cooperation with the HAND Project Manager in China
- Handle internal communication and administration
- Serve as primary (technical) contact for the customers’ (technical) 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
- Help in de pre-sales process to explain and present the chosen solution to the customer
- Overseeing development and implementation of programs
- Providing (technical) leadership and support to software development team
- Assist with solving problems when they arise
- Ensure the implementation of agreed architecture and infrastructure is done correctly
- Address concerns, ideas and suggestions
- Monitor systems to ensure they meet both user needs and business goals
- Help crafting and presenting pitches to the decision makers of the customer together with the HAND team in China
- Represent the company in a professional manner and build good relationships with clients
- To advise on bid / no bid decisions based on technical and commercial considerations

Who You Are:

Education and Work Experience:

Required

- Proven experience as a Project Manager and Lead Consultant
- 5+ years hands-on experience with Project Management and Software Development
- Understanding of strategic IT solutions
- Proven experience with at least one of the technologies Oracle (Cloud), SAP (S/4Hana) and/or Microsoft
- Excellent communication skills
- Bachelor's degree in Computer Science, Software Engineering, or a related field
- Good interpersonal communication skills, both verbal and written.
- 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
- 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 Chinese are good to have

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
- Team player