**Description**

**Making Mobility Seamless**

Vix is a global leader in automated fare collection, transit information and transit analytics solutions. Trusted by over 200 city and regional transport authorities around the world, we have been driving change in fare collection for over 35 years.  
  
We offer a genuinely flexible working environment – customer outcomes and commitment to delivery is the focus at Vix. Work from the office, work from home, work from the local café – you’ll be able to manage your personal and professional commitments seamlessly at Vix. In fact, HRD gave Vix the excellence award in 2021 for our MyFlex program.

**Find out more about your new workplace**[**here!**](https://vixtechnology.com/about/)

We are on the hunt for an engaged and motivated **Fare Collection Solutions Manager** to join our North America Strategic Sales team. This opportunity holds the remit for the automatic fares collection (AFC) solution, owning sales opportunities pipeline through to contract negotiation and close. You’ll also promote and support the AFC solution at trade shows, events and presentations from a technical perspective, facilitating handover to technical project teams at the go live stage. Reporting to the Divisional Solutions Manager, you’ll collaborate effectively with the greater Vix business to ensure optimum product delivery and continued, bespoke service to Vix customers.  
  
We are a global organisation at Vix - embracing the strength that individual diversity brings to the collective. Bring your individual orientation, cultural heritage and distinctive thinking and experience – we want to hear from you!

Often, people only apply if they think they’ll meet every requirement for a role; however, our approach is to hire for behaviours, growth and capability, alongside experience and merit. So, if you think you have what it takes, but you don’t meet every single requirement please don’t hesitate to apply. We'd love to have a chat and see if you could be a great fit for our team. #connectingpeopleandplaces  
  
**What you’ll be doing:**

* Supporting the delivery planning process for the development and deployment of end-to-end solutions for customers in line with Vix product direction
* Participating in trade shows, sales demos, and utilising thought leadership to elevate the Vix brand
* Evaluation of technical (functional and non-functional) requirements in customer RFPs against the Vix product portfolio to identify overall strategic fit, compliance, and identification of new software and/or hardware integration and development features that require internal governance and effort estimation as part of the bid process
* Support interaction with 3rd party suppliers of solution components to ensure successful integration within overall project delivery
* Liaising with Product Owners, Engineering Stream Leads, and the PMO team, including design, integration and formal testing to assess overall requirement for product development, and as part of the Sales to Delivery handover proces
* Managing and maintaining customer relationships and expectations regarding system functionality, performance, and value

**What does our ideal candidate look like?**

* Strong influencing and negotiation skills
* Able to display confidence, technical expertise, and humility as appropriate
* Proven ability to deliver under pressure
* Logical and structured, excellent prioritization and organisational ability
* Strong written and verbal communicator
* Collaborative leadership style

**What we are looking for:**

**Essential:**

* Technical expertise and System Engineering knowledge or certification
* Knowledgeable of technical product sales process, including software, hardware and system integration
* Knowledge of transit operations, transit standards and transit fare collection/fare payment processes
* Knowledge of federal, state and local transit funding and legal frameworks
* Experience with complex systems engineering initiatives involving integration of components from multiple suppliers

**Desirable (these attributes and experience would be highly regarded)**

* MBA or relevant advanced degree
* Public speaking and presentation skills
* Network of professional contacts
* Proven experience in architecting complex enterprise solutions
* Experience in complex distributed hardware software systems delivery
* Knowledge of security standards
* Knowledge of databases
* Experience in cloud-based systems and deployment methods
* Software development experience
* Multilingual
* Qualification in cloud technologies
* Knowledge of Enterprise Architecture Modelling (TOGAF), Software Design, and Requirements Traceability
* Relevant payment or security training/qualifications

**What’s in it for you?**

**Besides the opportunity to work for a global company that is customer and people focused, we offer:**

* An award-winning flexible working culture with a truly flexible working environment –– we don’t get hung up on location, we are interested in achieving outcomes for and delivering to our customers.
* A focus on learning and development – we have a sleek onboarding and L&D platform – get up to speed quickly and continue learning on your Vix journey
* Competitive salary
* Free medical/dental/vision for employees
* 401K match
* 14 paid holidays, 23 paid days off per year
* Fully reimbursed transit benefits

**Sounds good? Then apply now. Get on board here!**

Add your resume and anything else to showcase why you would be a great addition to our team. **Unless otherwise stated, we regret that this position is only available to people with eligible working rights for the United States, and currently residing in the United States.**

*No recruitment agencies, please! We won’t accept any introductions.  
Vix Technology is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind. We are committed to the principle of equal employment opportunity for all people and want to build a workforce as diverse as the community we serve. We aim to have a work environment where everyone feels included and everyone can realise their full potential.*