

## **OSI Houston, TX Jobs**

Open Systems International Inc. (OSI), an industry leader in the development and deployment of control systems to the utility industry, has immediate openings for several key positions in our Houston, TX location, including:

### **Oil & Gas Business Development Manager**

Responsibilities:

- Oversee business development activities for OSI's Oil & Gas market.
- Expand OSI business in the Oil & Gas market segment.
- Provide leadership and oversight to Oil & Gas employees.
- Oversee project implementation of Oil & Gas projects.

Requirements:

- Bachelor's degree in Business or a related analytical field.
- Technology aptitude and background is a plus.
- 10+ years of experience in business and the Oil & Gas market segment.
- Ability to win and maintain customers' and employees' trust and respect.

### **DMS & OMS Salesperson**

Responsibilities:

- Expand OSI business in the DMS and OMS market segments.
- Effectively articulate OSI's vision, products, and services to potential customers.
- Conduct effective sales presentations addressing the business needs of the customer to propose value-added solutions.
- Develop and maintain a required knowledge of the market, trends and issues to effectively apply OSI's products and services to meet customers' business goals.

Requirements:

- Bachelor's degree in Electrical Engineering or a related technical field applicable to electric utilities.
- 10+ years of experience in the utility industry and the DMS & OMS markets.
- Experienced in sales and negotiations.
- Pleasant and customer-friendly attitude and personality.
- Ability and flexibility to travel a high percentage of the time.

### **DMS & OMS Solutions Engineer**

Responsibilities:

- Provide technical sales support of state-of-the-art DMS & OMS applications for real-time control systems and support functions for mission critical Client/Server Windows, Unix and Linux based systems.
- Assist sales efforts in product demonstrations, system design, technical discussions and proposal/quote support.

Requirements:

- Bachelor's degree in Electrical Engineering, Computer Engineering, Systems Engineering or related technical field.

- Basic knowledge of electric utility operation, control, and/or optimization.
- Electrical substation design knowledge.
- Customer-friendly attitude and personality.
- Ability and flexibility to travel to domestic and international customer sites.

### **DMS & OMS Power Systems/Applications Engineer**

#### Responsibilities:

- Responsible for the design, planning, integration, implementation, testing, training and commissioning of power system applications for DMS and OMS customers.
- Analyze customer requirements and create a product implementation plan for the Power Systems applications on customer projects.
- Ensure the delivery of high-quality applications to the customer.

#### Requirements:

- Bachelor's degree from an accredited institution in Electrical Engineering with an emphasis in Power Systems.
- Knowledge of power systems analysis and computer programming with at least an introduction to 'C' programming.
- Knowledge of electric utility operation, control and/or optimization is required.
- Ability and flexibility to travel to domestic and international customer sites.
- Permanent work authorization in the United States.

### **GMS Power Systems/Applications Engineer**

#### Responsibilities:

- Responsible for the design, planning, development, implementation, testing, training and commissioning of power system applications for GMS customers.
- Analyze customer requirements and create a product implementation plan for the Power Systems applications on customer projects.
- Ensure the delivery of high-quality applications to the customer.

#### Requirements:

- Bachelor's degree from an accredited institution in Electrical Engineering with an emphasis in Power Systems.
- Knowledge of power systems analysis and computer programming with at least an introduction to 'C' programming.
- Knowledge of electric utility operation, control and/or optimization is required.
- Ability and flexibility to travel to domestic and international customer sites.

### **Customer Support Engineer**

#### Responsibilities:

- Communicate with customers to facilitate the resolution of customer complaints, contract disputes and project issues.
- Solve support-initiated and project-related customer support issues.

#### Requirements:

- Bachelor's degree in Electrical Engineering, Computer Engineering, Systems Engineering or related technical field.
- Strong customer service attitude and commitment to quality.
- Strong technical background in automation, computers and public utilities.
- Strong problem solving and analytical skills.
- Excellent time management and project management skills with the ability to meet fixed deadlines.

Permanent work authorization in the United States is required for all positions.

OSI offers a comprehensive benefit package to our full-time regular employees. Benefits include flexible work hours, health, dental, life and disability insurance, 401(k) matching, bonuses, profit sharing and a generous amount of paid time off and paid holidays.

Additional perks include free beverages, employee events, fitness discounts, casual dress code, exciting travel opportunities, direct deposit, employee referral bonus programs, and monthly birthday and anniversary celebrations.

As an employee of OSI you will have access to cutting edge technologies in a fun, professional, positive and dynamic work environment. We have excellent opportunities for growth and development. To join our successful team, apply below.

Please forward your resume, cover letter and salary expectations via email to: [jobs@osii.com](mailto:jobs@osii.com).  
Include the following Reference Job Code in your EMAIL Subject Line: HO1-14

If you are unable to apply electronically, please send your resume with appropriate job code to:  
OSI, Human Resources  
4101 Arrowhead Drive  
Medina, MN 55340

OSI is an Equal Opportunity Employer.