

معمدمون لائنأاز تأشدرار العمل و تصدبق الشهادار لقنصلبة المملكة العرببة السعوبنة

VACANCY	JOB
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أأرأأ الماألاأ بانك قرأأ الماألاأ عن طأرق موقأ شركة المأأ للوأظف

A leading IT company in KSA is seeking to recruit the following:

Pre-sales Vacancies

Data Center Presales

Clear understanding of architecture design, integration and customization needs of Data Center infrastructure.	-
Experience with RFP/RFI writing and responding to commercial/government RFP documents.	-
Build Bill of Quantities (BOQ)/ Bill of Materials (BoM), Costing Analysis, SOW's, solution design, High-level design (HLD) and Visio's.	-
Experience in solutions such as:	-

Enterprise Storage, CI & HCI.	v
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gies, SDDC & VDI solutions.	v
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vices private cloud solutions.	v
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sources technologies is a plus	v
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## Area Related &amp; Responsibilities

nd solutions, setting customer expectations, developing high-level design and implementation strategy, and serving as a technical resource for creating and presenting a customer proposal.		-
	Assist in sales deal closing through direct (client meeting) or indirect (change design) channels	-
	Provide estimated cost breakdown for installation, answer technical/site requirement and supervise implementation with the Service Delivery Manager	-
	Interact and coordinate with Customers, Partners, Vendors and internal teams as part of the presales process.	-
	Identifying problem areas and determining solutions by considering alternatives	-
	Contact vendor and manufacturer and follow up on requested quotes and designs	-
	Build, maintain and enhance customer relationships as applicable.	-
	Technical and/or business consultative leadership during the pre-sales and/or post-sales cycle. Emphasis on Technical & Hardware capabilities, software requirements and systems integration	-
	Having exposure to client vertical business models including Healthcare, Hospitality, Retail, Education, government, banking, commercial, enterprise sectors, & others.	-
	providing consulting services according to the industry's best practices.	-
	an opportunity and negotiates the level of discount & support.	-
	Communicating with the vendors manufacturers to serve the response and to source out the needed products and technology to address customer demands.	-

## Soft Skills

	Must have excellent written and oral communication skills	-
	Forwarding thinking and plans effectively	-
	Ability to work in a fast paced and demanding environment with tight deadlines	-
	Values our customers anticipate and understand their needs and requests feedback, striving to achieve excellence and to improve customer satisfaction	-
	Values and respects other opinions treats others fairly, with integrity and encourages participation.	-
	Should be self-organizing and be able to work with minimal supervision	-

## Education Background:

	Bachelor of Computer Science or equivalent.	-
	Experience 7 to 10 years	-
	Relevant solutions Certifications will be a plus.	-

## Network Pre-Sale

	Act as a subject matter expert in the design, architecture and presentation of technical solutions	-
	Attend customer meetings to help identify and qualify sales opportunities with the sales team	-
	Deliver the technical development of proposal content (BOMs & SOWs), presentations, RFI / RFP responses, and technical demonstrations, etc.	-

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## Education Background:

(Ideally) Degree in Telecom Engineering, Computer Science, Systems Engineering or similar	-
5- 10 years' experience on the same field	-
CCIE Certified (Collaboration / DC)	-

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Eng@targetj

Please send your CV to

o.com

ملاحظة هامة	- جميع الاعلانات - بقس
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ننشرها كما تردنا من الشركات المعلنة او من المواقع الاخبارية دون تحمل اى مسؤولية

(لمتابعة اخر الاعلانات اولما باول يرجى مراجعة موقعنا كل نصف ساعة حيث يتم تحديث الاعلانات وبشكل مستمر كل نصف ساعة)

TARGETJO

ادعوا اصدقائك للاشتراك معنا لتصل جميع اعلانات التوظيف الى بريدكم المالكتروني مباشرة