

JOB

VACANCY

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, HLD, LLD. |
| - | Experience in solutions such as: |

V

Computing, Ent

V

Virtualization ar

V

Data Protection

V

Cloud Managem

Area Related & Responsibilities

- Positioning and demonstrating products and solutions, setting customer expectations, developing I
- 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
- Interact and coordinate with Customers, Partners, Vendors and internal teams as part of the presal
- 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.
- Providing technical and/or business consultative leadership during the pre-sales and/or post-sales
- Having exposure to client vertical business models including Healthcare, Hospitality, Retails, Educ
- 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 need

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 ac
- 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

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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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Please send your CV to

[targetjo.com](mailto:Eng@targetjo.com)

[Eng@](mailto:Eng@targetjo.com)

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