

الرجاء الرد على هذا البريد الإلكتروني في أسرع وقت ممكن مع تقديم كافة المعلومات المطلوبة

**JOB**

**VACANCY**

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**A leading IT company in KSA seeking to recruit**

**Cyber security Presales**

**Responsibilities**

:

- Provide pre-sales technical support
- Strong solution development skills
- Deliver product demonstrations & education to prospective customers
- Drive Proof of Concept engagements through success; scope and define PoC goals
- Participate in initial discovery calls and meetings alongside sales
- Represent
- Engage technology partners to scope opportunities
- Create accurate project estimates: Time and Cost.
- Maintain knowledge at a high technical level of the current security landscape.
- Identify and develop new opportunities and leads
- Develop and maintain an in-depth technical knowledge of Cybersecurity services.
- Proposal Planning, Development, negotiation and manage post-submission activities
- Building technical complaint and responsive proposals as a response on RFPs, which comprises s
- Consultation and preparation technical RFPs for clients.
- Preparing Customer analysis and competitive advantage
- Defining value proposition, feature, benefits and discriminators.
- Pricing Engagement and preparing "Price to win"
- Partnerships establishment with System integrators and technology vendors in different models.
- Prepare Governance and Delivery Assurance models & costing for sub-contractors companies
- Architecting and Designing enterprise solutions using diverse technology stack
- Create high-level comprehensive solution designs that address the needs of key stakeholders.

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| - | 5+ years of direct experience in pre-sales as a solutions& services consultant, sales engineer  |
| - | 3 years of experience working directly with Cybersecurity technologies, services, and solutions, ideally in the financial services industry |
| - | Willing and able to do "whatever it takes" with motivation to find solutions rather than admire the challenge                               |
| - | Ability to work hands-in-hands with ITB teams.  |
| - | Bachelor's degree or relevant experience in the field.  |
| - | <b><i>Cybersecurity certification or direct experience is a huge plus</i></b>   |

## Skills

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|---|---|
| - | Strong understanding of security solutions (SIEM, NDR, EPP, EDR, NGFW, Patch Management, and more)                        |
| - | Good understanding of an attacker progression, Incident Response methodologies  |
| - | Product knowledge TrendMicro, Forcepoint, PaloAlto, Fortinet, IBM, Qualys ...   |
| - | Excellent customer-facing skills and technical aptitude, ideally in networks, spanning traditional data centers and cloud |
| - | Knowledge in networking and ability to understand L2-L7 OSI Layers along with TCP, UDP, and associated protocols          |
| - | Familiar with Cloud (AWS, GCP, Azure) networking and security concepts.   |
| - | Time management   |

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