

General Manager - Presales

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Company: Saudi Networkers Services

Location: Saudi Arabia

Category: other-general

Job Description :

Lead and mentor a team of presales professionals, providing guidance and support to achieve sales targets and objectives.

Supervise the performance of the Presale function and continuously improve quality of deliverables and ensure well utilization and balance of resources.

Lead the bid management function and ensure successful activity.

Supervise the management of all bidding channels and ensure successful response to all opportunities while tracking the win/loss rate and improve it.

Collaborate with product development and marketing teams to stay updated on new products and features, ensuring a comprehensive understanding of the telecom offerings of the employer institute.

Develop and maintain strong relationships with key clients, understanding their business requirements, and presenting tailored solutions to them.

Able to deal with complex ICT solutions and building comprehensive proposal that should lead to the development of compelling proposals, presentations, and demonstrations to showcase the value proposition of the proposed services and solutions.

Understand the market eco system and who are the important players (from the Vendors, Distributors & suppliers) that could play an important role in meeting every customer requirement.

Preferably to have key relations with markets player that could help in striking alignments quicker.

Able to smartly lobby and create alliances to increase chances of winning and revenue generation.

Able to convert customer challenges to opportunities and create solution and potential business for the employer institute and output that by writing up a detailed and ultimate scope of work that is compliant with customer asks and in the same time increases the chances of winning for the employer.

Stay informed about industry trends, competitor activities, and emerging technologies to provide strategic insights and recommendations.

Work closely with sales, product, and technical teams to ensure a seamless transition from presales to post-sales activities.

Analyze presales performance metrics, identify areas for improvement, and implement strategies to enhance overall effectiveness.

Perform Financial modeling and building business cases and able to present his case and convince Financial teams and acquire necessary approval.

Transform customer requirements to actions that allows Technical teams to build on and provide scope of work or workable solutions that meets customer requirements and create value while challenging these solutions to maintain highest winning chances.

Report to executives the performance of the unit, highlighting gains and pains and converting it to actions that is measured in form of KPIs.

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