

Operation and Maintenance Presales

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Company: Arabic Computer Systems

Location: Riyadh

Category: other-general

We are looking for a seasoned, hardworking, smart and over achieving Presales personnel with proven experience and a passion to promote Operations & Maintenance / Managed Services / Manpower Projects to Government/Enterprise accounts. Measures of success include new customer acquisition rates, renewal rates, up-selling, cross-selling, customer satisfaction and contribution to overall sales team and business success.

Responsibilities

Presales experience on Government and Private Sectors Tenders

Support sales executives with Operations & Maintenance selling into prospect account base.

Ownership of bid & responsibility (Quality, Compliancy and Submission) Address any resource constraints and issues during bid process in order to meet customer goals and requirements

Study and Evaluate RFP's & Formulate bid strategy.

Prepare Technical and Financial proposals.

Partner with sales executives to plan, prepare and execute on strategic deals in complex sales cycles.

Model the financial business case associated with each sales opportunity.

Successfully match customer pain/requirements to proposed solutions.

Create and deliver powerful presentations that clearly communicate the uniqueness of the value proposition.

Manage all technical and commercial aspects of RFP / RFI responses.

Effectively communicate client needs to the company's stakeholders.

Collect and document competitive intelligence.

Work on CRM throughout the complete sales life cycle.

Requirements

Fluent in Arabic & English writing and speaking

Proven work experience as a Presales Engineer for Operations & Maintenance/ Managed Services/ Manpower Projects

Proven track record in selling to Government/enterprise customers.

Ability to forge strong, long-lasting relationships with senior executives

Ability to creatively explain and present integrated concepts in an easy to understand manner

Excellent written and verbal communication skills

Excellent presentation and creativity skills

BS degree or equivalent

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