

# Saudi Arabia Jobs Expertini®

## Presales Consultant

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Company: Innovative Solutions SA

Location: Riyadh

Category: life-physical-and-social-science

## Company Description

Innovative Solutions (IS) is a leading pure-player Cyber security company in the GCC established in 2003 headquartered in Riyadh with presence in Al Khobar, Jeddah, Dubai, and Abu Dhabi. Our Cybersecurity Solutions and Services encompasses Advisory Services, Technical Assurance, Solution Deployment, Professional Services and Managed Security Services.

Innovative Solutions is committed to its Mission to 'Bring Trust to Cyberspace' to **Ensure 'Business, Secured'**.

## Role Description

As a Presales Consultant at Innovative Solutions, you will play a key role in driving the company's sales efforts by providing technical expertise and solutions to potential customers. You will collaborate closely with the sales team to understand customer needs and translate them into effective solutions. You will also handle product demonstrations and presentations to showcase the value and benefits of our offerings.

## Responsibilities

Work closely with Sales team in their engagement with customers to assess their cybersecurity requirements and provide technical recommendations and solutions

Communicate with customers via email, phone calls, and meetings to gather requirements, address inquiries, and provide pre-sales support as needed

Collaborate with the sales team to develop proposals, presentations, and demonstrations that effectively communicate the value proposition of our cybersecurity solutions

Qualify & Respond to requests for information (RFIs), requests for proposals (RFPs), and other sales-related inquiries from potential customers

Able to run Proof of Value/Concepts (POV & POC) for different services and technologies

Develop and deliver high-quality technical proposals, solution designs, and statements of work (SOWs), and services pricing estimates to sales teams that align with customer requirements and business objectives

Assist in creating and maintaining documentation related to cybersecurity solutions, including solution architectures, diagrams, technical specifications, and pricing details

Conduct research on cybersecurity technologies, trends, and industry best practices to stay updated and contribute valuable insights to the presales process

Participate in training sessions and workshops to enhance your knowledge of cybersecurity technologies, sales techniques, and industry standards

## **Requirements**

Bachelor's degree in Computer Science, Information Technology, or related field.  
certifications such as CCNA, Security+, etc

15 Years Experience in the same job role ( familiarity with cybersecurity concepts and technologies is a must)

Basic understanding of cybersecurity principles, including network security, encryption, firewalls, and endpoint protection

Familiarity with security tools and technologies such as SIEM, IDS/IPS, DLP, and vulnerability assessment tools

Familiarity with local and international security frameworks such as NCA Controls, SAMA CSF, ISO 27001, etc

Strong communication and interpersonal skills

Ability to work collaboratively in a team environment and learn from senior colleagues

Analytical mindset with problem-solving abilities

Attention to detail and ability to manage multiple tasks simultaneously

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