

Saudi Arabia Jobs Expertini®

Presales Consultant

[Apply Now](#)

Company: Innovative Solutions

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

Your 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.

1~5 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.

[Apply Now](#)

Cross References and Citations:

1. [Presales Consultant Seasonaljobs Jobs Riyadh Seasonaljobs ↗](#)
2. [Presales Consultant Resume-score Jobs Riyadh Resume-score ↗](#)
3. [Presales Consultant Therecruiterjobs Jobs Riyadh Therecruiterjobs ↗](#)
4. [Presales Consultant Jobsinaustria Jobs Riyadh Jobsinaustria ↗](#)
5. [Presales Consultant Productmanagementjobs Jobs Riyadh Productmanagementjobs ↗](#)
6. [Presales Consultant Manufacturingjobsnearme Jobs Riyadh Manufacturingjobsnearme ↗](#)
7. [Presales Consultant Chinajobs Jobs Riyadh Chinajobs ↗](#)
8. [Presales Consultant ManagementjobsJobs Riyadh Managementjobs↗](#)
9. [Presales Consultant Wowjobs Jobs Riyadh Wowjobs ↗](#)
10. [Presales ConsultantContractjobsJobs Riyadh Contractjobs↗](#)
11. [Presales ConsultantProfessorjobs Jobs Riyadh Professorjobs ↗](#)
12. [Presales ConsultantSearcheuropeanjobs Jobs Riyadh Searcheuropeanjobs ↗](#)
13. [Presales ConsultantTechgiantcareersJobs Riyadh Techgiantcareers↗](#)
14. [Presales ConsultantCameroonjobsJobs Riyadh Cameroonjobs↗](#)
15. [Presales ConsultantDallasjobsJobs Riyadh Dallasjobs↗](#)
16. [Presales ConsultantSearchcanadajobs Jobs Riyadh Searchcanadajobs ↗](#)

17. Presales ConsultantNightshiftjobs Jobs Riyadh Nightshiftjobs ↗
18. Presales ConsultantDatascientistjobsJobs Riyadh Datascientistjobs↗
19. Presales consultant Jobs Riyadh ↗
20. AMP Version of Presales consultant ↗
21. Presales consultant Riyadh Jobs ↗
22. Presales consultant Jobs Riyadh ↗
23. Presales consultant Job Search ↗
24. Presales consultant Search ↗
25. Presales consultant Find Jobs ↗

Source<https://sa.expertini.com/jobs/job/presales-consultant-riyadh-innovative-solutions-c9b82d08a2/>

Generated on: 2024-05-04 by Expertini.Com