

# Saudi Arabia Jobs Expertini®

## PRESALES CYBER SECURITY CONSULTANT

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Company: NADIA GLOBAL

Location: Saudi Arabia

Category: computer-and-mathematical

Our MNC client a well reputed system integrator with a headcount of + in Cyber Security domain. They are looking for a Presales Cyber Security Consultant in Saudi Arabia.

Location: Riyadh, Saudi Arabia.

Required Skills:

Relevant work experience on Security solution Presales (atleast 4 year)

In-depth knowledge of security concepts such as Identity Security, Cloud Security & Application Security Solutions.

Knowledge of Managed Security Services Offerings including SOC.

Hands on Experience of 3 to 4 leading vendor products based on the above solution offerings.

Proficient in preparation of Presentations & Proposals

Excellent communication and Presentation skills

Good Analytical skills, Problem solving and Interpersonal skills

Roles and Responsibilities:

Handle Presales of various Cyber Security Solutions

Support Sales team in sizing and closing the deal Technically

Co-ordinate directly with End Customer / Vendor when required to size the solution.

Provide Solution / Architecture design to customer requirements

Involve on BOQ Sizing on the solutions which are being worked.

Work on Proposals, Presentations & Response to RFP

Hands-on Experience to do Demo / POC on few Security Technologies

Creation & Presentation to Sr. Management & Customers on the deliverables

Co-ordination with stakeholders, build and maintain positive working relationships with them

Key Vendor Knowledge:

SailPoint, Oracle, CyberArk, BeyondTrust, Akamai

CheckMarx, Veracode, Crowdstrike

Rapid7, PaloAlto Prisma, McAfee

Educational Qualifications:

BE-IT / B Tech / Comps

CISSP

Additionally Product Certifications in Information Security Domain.

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