

## Presales Solutions Engineer

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Company: Motorola Solutions

Location: Saudi Arabia

Category: other-general

### Job Description

Please note this position is for the Video Access and Control portfolio. This role is remote and will require travel to customer sites.

Effectively disseminate product knowledge by providing thorough training to the Sales Team.

Manufacturing Representatives, Integrators, and End-Users.

Articulate the technology and demonstrate differentiated value propositions to both business and technical prospects.

Conduct compelling product demonstrations and lead technical discussions.

Support Sales Team in responding to RFP's and designing, specifying, and quoting systems.

Develop and maintain strong relationships with customers and partners.

Extensive travel to provide on-site support for integration, troubleshooting, and training.

Collaborate with the Technical Support team in providing post-sales support to customers.

Perform related duties as assigned.

Monthly reporting on the state of the territory.

Administrative items including task assignment processes, calendar planning and backfill.

Continuous self-development and increased knowledge of the technology portfolio.

## **Basic Requirements**

Qualifications:

**English and Arabic speaker.**

Experience in Sales Engineering for a technology company.

Strong understanding of the video surveillance and access control market.

Self-motivated and focused individual with a passion for technology and an aptitude for customer satisfaction.

Excellent verbal and written communication skills.

Strong negotiation skills.

Excellent presentation skills.

Possesses strong analytical and troubleshooting skills.

Has a pleasant, friendly style of verbal and written communication.

Located or willing to relocate to Jeddah, Saudi Arabia.

Driver's license required.

Preference will be given to candidates with the following skills and experience:

Experience of working with tender submissions and bids.

Prior experience in surveillance & enterprise access control solutions.

Microsoft and/or Cisco certifications.

Certification for any competitive products.

Experience of technical drawing and schematics.

Commissioning/delivering complex software/hardware integrated solutions.

We are an equal opportunities employer and we want you to have every opportunity to shine

and show us your talents, please let us know if there is anything we can do to make sure the process works for you. We celebrate diversity and are committed to creating an inclusive environment for all employees.'

### **Travel Requirements**

25-50%

### **Relocation Provided**

Domestic

### **Position Type**

Experienced

### **Referral Payment Plan**

No

### **Company**

Motorola Solutions Arabia, Inc., Saudi Branch

### **EEO Statement**

Motorola Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, disability, veteran status or any other legally-protected characteristic.

We are proud of our people-first and community-focused culture, empowering every Motorolan to be their most authentic self and to do their best work to deliver on the promise of a safer world. If you'd like to join our team but feel that you don't quite meet all of the preferred skills, we'd still love to hear why you think you'd be a great addition to our team.

We're committed to providing an inclusive and accessible recruiting experience for candidates with disabilities, or other physical or mental health conditions. To request an accommodation, please email <.

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