

## Presales Team Leader

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Company: SSC Egypt

Location: Riyadh

Category: other-general

Work closely with sales teams, other presales teams, and subordinates to ensure that the portfolio of offerings is up-to-date & that we provide the winning offer.

Promote image and culture internally & externally.

Work with the presales manager to determine the appropriate supplier and offerings as per the strategy of the LoB.

Review market trends and technological advances to determine the impact on the LoB's offering.

Work with the team to design highly technical solutions and identify the potential supplier(s) list for the provided solution(s).

Develop technical documents and review the technical components of the proposals ensuring the efficient integration of all configured solutions, before submission to the sales team for final compilation.

Assign their team including themselves to their opportunities while providing guidance and support when needed.

Coordinate with the sales team to ensure a complete understanding of the client's requirements. This might include client visits and presentation of solutions.

Ensure the review of the technical aspect of the Project implementation plan prepared by

the Project Managers ensuring it is achievable and within the set time frame.

Prepare and regularly update the offerings in their area.

Educate the Sales Team on the basic technicalities and functionality of all offerings to guide them in identifying leads within the assigned sectors.

Communicate with Sales, PMs, and Technical teams to gather insights and information on different aspects such as clients' needs and project challenges which can be an added value to the offerings portfolio or changes in the proposal.

Ensure proper knowledge preservation and management of both the presales team and the organization.

Coordinate continuous products/offering awareness campaigns across the organization.

Develop the presales team to be ready to act as a consultant/advisor to the client on complex technical issues and conduct presentations.

Train new members and identify and encourage areas for growth and development within the team

Be Proactive in maintaining and increasing the team's technical knowledge

Identify training needs or requirements for themselves individually and for the team

Work on enhancing communication between

## **Requirements**

### **Personal Skills**

Excellent communication, interpersonal, and presentation skills

Strong negotiation skills

Strong leadership skills.

Strong command of English Business

## Technical Skills

- B.Sc. in Engineering, Computer Science, or a related field
- 8 to 12 years of experience in the Digital Healthcare industry, minimum of 5 years of which in a similar position preferably in the Saudi Market
- Deep understanding of the healthcare industry and its challenges.
- Experience with healthcare IT solutions such as EHRs, PACS, and HIS
- Strong experience in one or more of the following areas: Digital Transformation, Digital Health, Big Data and analytics
- MBA is a plus
- Excellent business sense and market vision.

## Education

B.Sc. in Engineering

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