

Senior Presales Consultant

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Company: Innovative Solutions

Location: Riyadh

Category: other-general

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 Senior Presales Consultant at Innovative Solutions, you will be responsible for partnering with the sales team to provide technical expertise and support throughout the presales process. You will work closely with clients to understand their business requirements and tailor solutions that meet their needs. Your role will involve conducting product demonstrations, delivering presentations, and preparing technical proposals.

Responsibilities

Work closely with the sales team to understand customer requirements and develop solutions that meet their needs.

Conduct product demonstrations and presentations to showcase the features,

benefits, and capabilities of different solutions and services.

Serve as a trusted advisor to customers, provide technical expertise and guidance to customers during the sales process.

Collaborate with internal teams, Advisory Services, Managed Services, Service Delivery, Project Management teams, to ensure complete alignment between customer requirements and solution/service capabilities.

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

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.

Build and maintain relationships with technology vendors, customers, partners, and internal teams, to drive sales success and customer satisfaction.

Assist sales & vendor management teams in vendor and contract negotiation.

Act as a technical expertise to assist PM team in delivering different milestones within the project if needed.

Stay current on industry trends, market developments, and competitor offerings to effectively position our products and services in the market.

Requirements

Bachelor's degree in Computer Science, Information Technology, or related field.

Advanced certifications such as CISSP, CISM, or CCSP are highly desirable.

At least 8~10 years of experience in cybersecurity, with a focus on presales, solution architecture, or consulting roles. Experience in network security, cloud security, endpoint protection, and threat detection/response is preferred.

Deep understanding of cybersecurity technologies, including firewalls, SIEM, IDS/IPS, DLP, encryption, etc.

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

Good knowledge in different cybersecurity services offerings such as: SOC services and Incident response Services, Vulnerability management, penetration testing, configuration and architecture reviews, etc.

Familiarity with conducting risk assessments, security audits, and vulnerability assessments.

Familiarity with cloud security principles and solutions (e.g., AWS, Azure, GCP).

Strong knowledge of networking concepts, protocols, and architectures.

Works with minimum supervision

Excellent communication and presentation skills, with the ability to convey complex technical concepts to non-technical stakeholders.

Strong analytical and problem-solving abilities.

Customer-focused mindset with a consultative approach to sales.

Dynamic and able to adapt swiftly.

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