

Senior Software Presales Engineer

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Company: SSC Egypt

Location: Saudi Arabia

Category: computer-and-mathematical

Designs highly technical solutions for the entire integrated solution components

Identifies the potential supplier(s) list for the provided solution(s).

Acts as a consultant/advisor for the salesperson and client in complex technical issues and conducts presentations when required

Reviews the technical components of the proposals ensuring the efficient integration of all configured solutions before submission to the sales team for final compilation

Prepare a technical write-up and associated drawings that describe the solution and highlight the advantages of the proposed solution

Studies the available solutions of the competitors to be able to provide the optimum solution emphasizing our strong points and hiding our weak points

Prepares technological trends analysis reports & new solution coverage reports

Participates in customer meetings aimed to describe/discuss the proposed solution and highlight advantages over competitors

Ensures 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

Contributes to the regular preparation and update of the offerings Portfolio. (Introduces new offerings, retires old offerings)

Communicates 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 offering's portfolio or changes in the proposal

Assists in educating the Account Management Team on the basic technicalities and functionality of new offerings to guide them in identifying leads within the assigned sectors

Requirements

Personal Skills

Excellent pre-sales technical skills

Technical writing skills

Excellent communication and presentation skills

Very good negotiations skills

Very good command of the English language

Very good usage of Microsoft Office products

Technical Skills

B.Sc. in Engineering (communications, electric power, mechanical

or mechatronics) Communication and Electronics Engineering.

5+ years of Presales experience OR 3-5 years of field experience

followed by 2-4 years of Presales experience.

Application Managed Services

Managed Services Solutions

Excellent pre-sales technical skills

Technical writing skills

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