

# **JOB DESCRIPTION POST-SALES ENGINEER**

## **Responsibilities:**

- Pre- and Post-Sales support for products including design, technical advice, and point of contact
- Deliver product presentations and demonstrations, and provide support at external and internal customer facing events
- Build custom demonstrations and deliver Proof of Concepts (POC) to customers
- Architects an appropriate technical solution to meet customers' requirements
- Take a leading role in specifying technical solutions and writing proposals and tender responses.
- Support the sales cycle through answering RFI (Request for information), BOM (Bill of Material) and RFP (Request for proposal).
- To work with internal product team to meet vendor expectation
- To meet vendors certification requirement
- Keep up to date on technical knowledge and handle complicated technical issues for customers

## **Requirements:**

- Degree in Networking, Computer Science, Information Technology, Engineering (Network/Security) or equivalent
- At least 1 year experience
- Knowledge in Networking/CRM/Cybersecurity/Mobile and Application Security, implementation and deployment will be added advantage
- Strong analytical and problem-solving skills
- Required language: English (Able to communicate and present the solution)
- Able to work in a team
- Motivated and able to work independently
- Good communication and presentation skills

## **Additional Information:**

- Office Hours: Monday – Friday (9am - 6pm)
- Smart Casual Fridays
- Salary is negotiable depending on experience
- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays