

JOB DESCRIPTION PRE-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
- Proactively work to identify opportunities/ new sales lead, understand customer requirement, follow up and monitor closely to win deals.
- Prepare project proposal & quotation.
- Sales presentations.
- Demonstration and Proof of Concept.
- To provide product training, consultancy service and technical advice to resellers and end users.
- Technical issues evaluation.
- Offer consultancy to sales team and product teams to assist in tender/ projects.

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
- A good grasp on the Internet and Microsoft Windows Networking and Microsoft Windows Workstation and Server Operating System.
- Knowledge of Microsoft Exchange, Microsoft ISA Server, Lotus Domino, Novell Netware, Linux/ Unix will be an added advantage.
- Able to communicate technical and business information to widely varied audiences.
- Excellent interpersonal relationship building, presentation and conversational skills.
- Positive in learning. Self-discipline.
- 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