

A central graphic with two megaphones at the top. A blue banner above the megaphones says 'WE'RE'. Below them, a large black banner with a white border says 'HIRING' in yellow. At the bottom, a smaller blue banner says 'NETWORK TECHNO-SALE' in white.

### Responsibilities

- **Pre-Sales Technical Supports:** Work with the sales team to provide technical expertise during the pre-sales process.
- **Bid Management & Proposal Writing:** Take technical ownership of RFP, RFI, and RFQ responses, ensuring strict compliance with client specifications.
- **Vendor Management & Strategic Partnerships:** Maintain active knowledge of vendor portfolios, particularly maximizing margins and rebates through authorized partner tiers. (e.g. Huawei, Cisco, HPE Network).
- **Sales Enablement & Client Engagement:** Partner with KAMs (BFSI, Private, Government) to identify and qualify new business opportunities for the Network Business unit.
- **Solution Design & Architecture:** Design comprehensive, scalable, and secure network architectures encompassing Network, security, Unified communication, Physical Security solutions.
- **Lead Generation and Revenue Forecasting:** Presales will be required to look and close deals of which will be bound to monthly performance KPI.

**Note:** The role involves making decisions within established guidelines, with managerial approval required for high-risk or non-standard matters.

### Requirements

- 4–5 years of experience in a similar ICT / pre-sales role
- Strong knowledge of enterprise networking, telecommunications, and ICT infrastructure solutions
- Experience with technical proposals, bid management, and tenders (RFP/RFQ)
- Ability to design, present, and position technical solutions while supporting sales and client engagements
- Bachelor's degree in IT, Computer Science, Electronics Engineering, or related field
- Certifications such as CCNP, HCIP, or NSE5 are an added advantage

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