

## HT525 - Pre-Sales Engineer

### Summary

The Pre-Sales Engineer will be well as helping to ensure customer satisfaction. Will be an essential part of the sales organization, and will be a key player in the development of the pre-sales organization. As an early member, the Software Pre-Sales will have the ability to help define the pre-sales process

### Duties and Responsibilities

- Interface with customers and perform analysis of business challenges, user and functional requirements, business processes, standard operating procedures, workflows, and other documents; designs and accomplishes product presentations or demonstrations for GIT.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Secures from customer technical staff commitments needed to ensure a deal's "technical close."
- To attend meetings with potential Clients to determine technical and business requirements and ensuring that all necessary information is collated prior to producing a solution.
- Provide technical solutions in a professional manner and to agreed timeframes.
- Create and confidently deliver technical presentations internally and externally.
- Deliver training on solutions and provide product support to channel partners and internal stakeholders.
- Create internal design configuration documentation including network diagrams with technical explanations.
- Work with Product Management to provide feedback on issues with current products and provide input around new products.
- Builds productive relationships internally and externally, fostering teamwork by keep in colleagues updated on activities.
- Perform technical development for bespoke solutions as part of a design and development frame work.
- Sell technical solutions to the customer with professionalism and enthusiasm.

- Provide accurate and timely management information, to include - activity reports, bid reviews, project forecasts, KPI's.
- Adhere to the Company's Quality and Business Processes structure and produce compelling sales proposals/commercial and technical documentation outlining the cost savings and business benefits to clients.
- To assume responsibility for running a bid team, where relevant.
- Interface with the implementation / project team, articulating customer requirements.

**Skills and Qualifications:**

- 3-5 years of experience in technical consultative selling and account management  
Technical and solution experience in IT industry.
- University Degree in Computer Science or Computer engineer preferred.
- Experience in running complex sales processes and proposal submissions.
- Experience of strategic engagements with customers.
- Experience with enterprise software solutions and large, complex organizations.
- Extensive experience in all aspects of Supplier Relationship Management.
- Strong leadership qualities with good communication and interpersonal skills.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work in a global team of professionals.
- Able to operate in a fast-paced and changing market environment.
- Fluent in Arabic and English.

**A transferable Iqama is a must**

**To apply, please submit your CV to [jobs@hudoud.com](mailto:jobs@hudoud.com)**