Senior Presales Engineer – Midis Group

Over 50 years' experience representing the leading global technology vendors in the Middle East, Europe, and Africa

Location: Lebanon

Major: Bachelor's degree in Computer Engineering, Computer Science, or any related field

Experience: 5 – 7 years of experience

Major Responsibilities:

- Act as a subject matter expert in technical/solutions design of assigned product portfolio
- Work with the Sales team and Presales Engineers to develop and implement specific account penetration strategies
- Create specific accounts for product(s), service(s) and sales plans pertaining to Enterprise products
- Collaborate with the Sales team and Presales Engineers in qualifying opportunities, supporting and advising on the technical aspect of the sales lifecycle including technical qualification, solution design, presentation of solution proposals and high-level designs and demonstrations
- Manage and assist in answering request for information (RFI) and request for proposals (RFP) and close opportunities from a presales perspective
- Build sound relationships with partners and customers in support of sales objectives, engage personnel and leverage corporate resources and budgets as appropriate
- Lead technical sales calls
- Identify customers' queries and problems, attend to their needs and map requirements with existing solutions
- Manage adoption, integration and value generation of assigned products within customers' business and related IT infrastructure
- Review and ensure timely and accurate presales documentation
- Maintain a deep understanding of customers' business and their technical environment
- Create training contents for the SE organization when and if necessary
- Put available systems into practice (salesforce.com CRM for leads, opportunity and deal registration management) for output efficiency and standardization

How to Apply:
Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb, Ext. 7801; 7802