Applications & Devops Consultant and Pre-sales Engineer Intern- Midis Group

Midis Group is a major information technology integrator and service provider

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

1- Applications & Devops Consultant:

Location: Lebanon with a relocation to Qatar

Experience: 3-4 years of experience

Major Responsibilities:

- Design, develop, and implement well-architected cloud-native applications leveraging NodeJS, Python or other programming languages.
- Architect and modernize legacy applications into micro services and containerized deployments
- Support migration and modernization projects from on-premises environments to cloud platforms, particularly Azure.
- Develop and deploy AI-infused applications using modern frameworks and services, ensuring seamless integration with cloud platforms.
- Build, manage, and optimize CI/CD pipelines utilizing Azure DevOps or GitHub Actions.
- Deploy and maintain cloud infrastructure using Infrastructure as Code (IaC) tools mainly Terraform.
- Conduct proof-of-concepts (POCs), support pre-sales activities, and participate in responding to RFPs.
- Collaborate cross-functionally with development, infrastructure, and security teams to ensure alignment on architecture and best practices.

2- Pre-sales Engineer Intern:

Location: Lebanon, reporting to Qatar

Experience: Fresh graduates and currently enrolled senior students are both accepted

Major Responsibilities:

- Act as a subject matter expert in technical/solutions design of the assigned products/services portfolio
- Work with the Sales team to develop and implement specific account penetration strategies and achieve set targets
- Create specific accounts for product(s), service(s) and sales plans pertaining to the assigned products/services
- Collaborate with the Sales team in qualifying opportunities, supporting and advising on the technical aspect of the sales lifecycle including technical qualification, presentation of solution proposals and high-level designs and demonstrations;
- Run, manage and drive proof of concepts (POC) and request for proposals (RFP) and close opportunities from a pre-sales and implementation perspective

- Build sound relationships with the vendors, partners and customers in support of sales objectives
- Lead technical sales calls
- Manage adoption, integration and value generation of the assigned products/services within the customer/partner business
- Complete required pre-sales documentations in a quick and accurate manner;
- Develop content, train and support partners and customers
- Respond to pre-sales and post-sales queries during assigned rotations and after-hours and escalate issues if needed
- Put available systems into practice (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