

# United Arab Emirates Jobs Expertini®

## Presales Engineer

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Company: Bitssecureit

Location: dubai

Category: other-general

Bits Secure IT Infrastructure LLC is currently seeking a dynamic Presales Engineer for Dubai, specializing in IT Projects. The role entails overseeing the sales and marketing of IT Products & Services, with a focus on acquiring new Projects and AMC's for the company. We are looking for an individual who can work autonomously, striving to achieve Business Unit revenue targets. This position requires expertise in crafting and executing strategic sales plans, along with exceptional communication and presentation skills.

**Job Description**

Collaborate with the sales team to understand customer requirements and identify technical solutions for IT Infrastructure Solutions, and our Products. Conduct technical presentations and product demonstrations to potential customers, showcasing the features and benefits of our offers. Prepare detailed technical proposals, specifications, and quotations based on customer needs and project requirements. Assist in creating technical documentation and data analysis for various projects and sales activities. Provide excellent pre-sales support and respond to technical queries from customers in a timely manner. Work closely with the sales team to develop effective sales strategies and achieve revenue targets. Keep updated with the latest industry trends, competitor products, and market developments to offer cutting-edge solutions to our clients. Collaborate with cross-functional teams to ensure seamless delivery of technical solutions to our customers. Monitor Tickets and project progress.

**Required Skill Set**

**Technical skills:** Knowledge of operating systems such as Windows, Linux, and macOS. Networking fundamentals and experience with network protocols and configurations. Familiarity with virtualization technologies and cloud computing. Familiar with IT Infrastructure portfolio like firewall, switches, unified

communication, and project management tools. Problem-solving skills: Ability to analyze requirements and come up with technical BOQ. Good understanding of root cause analysis and troubleshooting methodologies. Communication skills: Excellent verbal and written communication skills, with the ability to explain technical concepts to non-technical stakeholders. Good interpersonal skills, with the ability to work effectively with colleagues and clients. Project management skills: Ability to manage multiple projects and prioritize tasks effectively. Good time-management and organizational skills. Continuous learning: A commitment to keeping up to date with new technologies and industry trends. A desire to continuously improve their skills and knowledge. Team-working skills: Ability to work effectively as part of a team, collaborating with colleagues to achieve shared goals. Good leadership skills, with the ability to inspire and motivate others.

**Minimum Qualifications** Education: Bachelor's or master's degree in computer science, Information Technology, or related field. Technical Skills: Strong experience in network administration, server management, system administration, and security measures. Hands-on experience with various operating systems (Windows, Linux), virtualization technologies. Certifications: Certifications such as CCNA, CCNP, or MCSA are highly desirable. This role offers an exciting opportunity to contribute to our company's growth in the competitive IT industry. We look forward to welcoming a motivated and results-driven individual to our team.

#J-18808-Ljbffr

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