

Presales Engineer Jobs In Abu Dhabi | Al Futtaim Group

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Provide Audio Visual System consultancy to enterprise level customers

Identification of most suitable solution and products and complete most optimum economical design meeting the tender requirements and site conditions.

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Responsibilities

Take lead on AV system practice & support the sales team to provide price optimized solutions and in support of Pre-sales activities that will help them achieving order booking target AV system

Through efficient design and engineering support the sales team to have better intake and improve conversion rate lead qualification

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Requirement

This position operates within the context of confidentiality, diplomacy and judgement. Guiding principles will be found in the published policies and procedures as well as

past precedent. However, the ability to operate within indistinct parameters is also important.

Understanding of AV solution specific processes and experience understanding clients' needs, engineering business processes and articulating solutions

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