

Presales Manager | Microvision IT Solutions Dubai

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Company: Microvision IT Solutions

Location: Dubai

Category: sales-and-related

Presales Manager | Microvision IT Solutions Dubai

Microvision, headquartered in Dubai UAE brings a DNA in innovation and decades long expertise adding value to the Government sector, Enterprise and SMEs in the Gulf. We pride ourselves in having a consistently happy client base, having the ability to help them out in varied challenges through their digital journey.

As a Presales Manager, you will provide technical pre-sales consultancy to customers as well as act as a technical advisor for our client's technology needs and roadmaps. The successful incumbent will be a solutions-orientated individual with a keen interest in blending sales and technology. The role involves designing and delivering solutions, proof of concept demonstrations, and consulting sales teams on technical aspects of potential opportunities.

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Responsibilities

Provide technical support to sales from discovery till financial win of assigned projects

Identify opportunities to monetize professional services along with new and innovative use cases for Microvision products and solutions

Prepare Proposals as a response to RFPs and estimation requests

Evaluate and complete documents and proposals in line with the required timelines within the Presales process.

Ensure that our technical documentation is accurate and adheres to standards for quality, graphics, coverage, format, and style.

Conduct research into the industry, including competitor research

Design and present high-level technical solutions for customers

Present demos and POCs

Lead security questionnaires and all compliance issues

Have an overview of market feature requirements and provide feedback to steer the development of products' features

Have detailed overview of Microvision services and solutions from technical and commercial point of view and be an internal resource for education

Developing project scopes and objectives, involving and coordinating with all relevant stakeholders while ensuring technical feasibility

Understanding clients' business in depth and knowing exactly which of our products can help them evolve their business.

Qualifications

Your previous experience either in system integration/development/pre-sales or similar roles developed your expertise and now you're looking for a high-growth challenge in an IT company

You have a strong engineering background and passion for IT and Technology

- Experience working on iOS, Android, Web, or API projects
- Experience creating various types of technical diagrams with tools
- Experience or understanding of the Agile methodology
- You have the ability to translate complex business requirements into workable technical solutions
- You take a proactive and creative approach to attend to clients' needs (even if they may not be aware of those needs)
- You are able to present products and ideas with ease, confidence and persistence

You enjoy a collaborative, fast-paced, entrepreneurial environment

Experience in visualizing or diagramming systems and processes

Aptitude for time management and organization

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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