

# United Arab Emirates Jobs Expertini®

## Presales Officer

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Company: Sundus

Location: dubai

Category: other-general

Provides consultative support and technical expertise in the Presales stage of the sales opportunity. Identified and clarified customers' current and future business initiatives and needs and respective technical requirements. Provides technical and commercial counsel to Sales while providing direction and guidance. Develop winning proposals for customer's requirement regarding Archetype 1 and 2 products such as (but not limited to) MPLS, Internet Connectivity, M2M and IPTV services. Compares possible Etisalat solutions vs the competition in terms of price, quality, and performance and prepares supporting arguments for negotiation with customers. Assesses price, performance, and quality relationships for each solution and its total cost of use. Experience in Presales ICT and Telco Industry, Solution Design

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