

## Senior Presales Consultant – Service Management Jobs in Dubai | IFS

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Company: IFS

Location: dubai

Category: other-general

### Senior Presales Consultant – Service Management Jobs in Dubai | IFS

#### Job Responsibilities:

- Provide presales design support for both new and existing requiring IFS Services and Solutions. Maintain end-to-end solution integrity across the products sold to customer.
- Ability to interface with customers as required in support of sales closure.
- Expected to act in a coaching role and provide support to less experienced team members from partners.
- Ensure the successful delivery of Proof of Concepts is tied to the customers' success criteria and business initiatives
- Maintain a high degree of knowledge of specific IFS products and services including roadmaps and occasional liaison with Product Management.
- Commit to self-learning and regular product training.
- Working with the sales organization to address technical needs for the customers
- Use the knowledge and/or the understanding of the major customers' requirements to provide and/or propose commercially and viable product/solution improvement feedbacks

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