

United Arab Emirates Jobs Expertini®

Technical Pre Sales Consultant Engineers 2 – Cyber Security (UAE)

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Company: CyberWissen

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Company Description

CyberWissen is a fast-growing cybersecurity strategy consulting firm that offers consulting, implementation, and support models. We work to leverage security authorities to protect critical infrastructure and businesses, enabling a safer digital world. CyberWissen is committed to helping protect modern infrastructure from cyber threats and hackers, and we believe in setting high expectations to achieve results while living out our mission and values.

Role Description

CyberWissen is looking for a Technical Pre Sales Consultant Engineer 2 – Cyber Security (UAE) to join our team. This is a full-time, remote role where you will be responsible for handling client consultations, presentations, and demos, as well as helping to Analyse customer needs and proposing the best possible strategy. You will serve as the primary technical liaison for prospects and customers, engaging with them throughout the pre-sales process. You will also work closely with other departments to ensure that the clients' needs are met and the product is always improving.

If you have a passion for cybersecurity, enjoy working with customers, and have a proven technical sales background, we would love to hear from you. Our team is dedicated to building a safer digital world for all, and we look forward to having you join us in doing so.

The Role:

As a Technical Pre-Sales Sales Engineer, your mission is to support the sales team in driving revenue growth by providing technical expertise and solutions during the pre-sales process.

You will work closely with potential clients, understanding their needs, and presenting the technical capabilities and benefits of our products or services.

Your goal is to build strong relationships with clients, demonstrate the value of our offerings, and contribute to the successful conversion of leads into sales

A willingness to travel throughout Middle East; GCC and MENA to customer sites if required is essential.

Requirements:

Collaborating with the sales team to understand customer requirements and develop tailored technical solutions to meet their needs

Conducting product demonstrations and presentations to potential clients, showcasing the features, functionality, and value of our products or services

Assisting in the preparation of proposals, RFP responses, and technical documentation to support the sales process

Providing technical guidance and answering technical questions from potential clients

Conducting product evaluations and proof-of-concept activities to demonstrate the capabilities and effectiveness of our solutions

Collaborating with internal teams, such as product development, engineering, and marketing, to gather technical information and ensure accurate and up-to-date knowledge of our offerings

Staying up-to-date with industry trends, competitive landscape, and emerging technologies to effectively position our products or services in the market

Participating in trade shows, industry events, and customer meetings to promote our offerings and build relationships with potential clients

Providing feedback to the product team based on customer needs and market demands.

Technical Proficiency: Expertise in IT Security both software and hardware, strong knowledge of cyber security.

System Integration: Experience in integrating various third-party.

Problem-Solving: Ability to diagnose, troubleshoot, and resolve technical issues swiftly and effectively. This also includes debugging complex web applications, network, cloud ect.

Collaborating closely with the sales team to provide technical expertise and support throughout the sales cycle

Providing accurate and detailed documentation of customer requirements, technical solutions, and customer interactions

Regularly reporting on pre-sales activities, including product demonstrations, customer engagements, and sales pipeline updates

Collaborating with internal teams, such as product development and engineering, to communicate customer feedback and requirements

Qualifications:

Bachelor's degree or higher in computer science, engineering or related field

Proficiency in both English and Arabic

5+ years of experience in technical pre-sales consulting or sales engineering, preferably within cybersecurity

Strong understanding of security systems, network architecture, and cloud computing

Excellent analytical, presentation, and communication skills

Demonstrated ability to quickly learn new concepts and technologies

Experience with internet security and risk assessment

Strong technical expertise: Possess a deep understanding of relevant technologies and solutions, and be able to effectively communicate their value and benefits to potential clients

Excellent presentation and communication skills: Ability to deliver engaging and impactful presentations, demonstrations, and product explanations to both technical and non-technical audiences

Problem-solving and analytical skills: Capable of understanding customer needs, identifying their pain points, and developing tailored technical solutions to address those needs

Business acumen: Understand sales processes, strategies, and the overall business context to align technical solutions with customer requirements and drive sales conversions

Collaboration and relationship-building: Work effectively with internal teams, such as sales, product, engineering, and marketing, to gather information, provide support, and ensure alignment. Build strong relationships with potential clients and industry partners

Organisational and multitasking skills: Ability to manage multiple priorities, deadlines, and customer engagements simultaneously, while maintaining a high level of attention to detail and accuracy

Continuous learning mindset: Stay updated with industry trends, emerging technologies, and product developments to provide the most relevant and innovative solutions to potential clients

Adaptability and flexibility: Thrive in a fast-paced sales environment and be able to quickly adapt to changing customer needs, market dynamics, and product enhancements

Technical documentation and reporting: Proficient in creating accurate and detailed documentation of customer requirements, technical solutions, and sales activities. Provide regular reports on pre-sales activities and sales pipeline updates

Customer-centric approach: Place a strong emphasis on understanding and addressing customer needs, providing exceptional customer service, and building long-term relationships with clients

Product knowledge and market awareness: Maintain a deep understanding of the company's products or services, their features, advantages, and competitive differentiation. Stay aware of market trends, competitor offerings, and industry best practices.

Experience: Minimum of three years experience in a similar role

Language and proficiency: Fluent in Arabic and English

Industry experience: Prior experience working in Cyber security, IT Security solution, providing a deep understanding of customer needs and pain points within the industry.

Benefits

Why CyberWissen

Spearhead the development of cyber security solutions that's redefining the rules of Cyber security strategy.

Be part of a company that's rapidly scaling and carving out a niche against industry giants

Work in an environment that values developers entrepreneurial spirit and strategic innovation

Highly Competitive Base Salary 65K – 70K EUR Annual

Sales remit covering UAE, GCC, MENA & surrounding areas

Annual pay reviews

Strong career progression opportunities.

*Please apply for this position *IF* you have right to live and work in UAE.*

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