

## Technical Presales Consultant – DELL Jobs | Ingram Micro Jobs in Dubai

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Company: Ingram Micro

Location: Dubai

Category: management

1- Technical Presales Consultant – DELL

Job: Full Time

Location: Dubai, UAE

Description:

For this role you need to be a proactive person with Excellent Technical, Presentation and Communication skills to enhance the sales of assigned products by offering Presales support to customers, You need to master the product knowledge to design solutions and assist salespersons to up-sell and cross-sell designated products.

Job Responsibilities:

Providing Pre-Sales support on Dell Infrastructure Solutions Portfolio.

Demonstrate a strong ability to position Dell infrastructure offerings in the context of the customers industry and the customers' requirements

Contribute to RFI and RFP responses

Create impactful presentations, to support the sales / business on specific solutions

Job Requirements:

3-5 years of presales experience

Prior presales and / or solutioning experience or significant experience in delivering partner / customer engagements

A deep functional understanding of Dell Technologies and competitor Portfolio

Strong written and oral communication skills

#J-18808-Ljbffr

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