



Job Description: Pre-sales Consultant

Designation: Pre-sales Consultant
Department: Pre-sales
Reporting to: Regional Sales Manager
Location: Doha, Qatar

Responsibilities:

- Pre-Sales Engineering for AV projects
- As a Presales Consultant, you will be responsible for leading proposal /RFP responses, developing customer solutions and coordinating with various teams to support sales.
- Shall support the sales team with the required product information, proposal building, demos, POCs, etc.
- Take ownership for all technical aspects of sales opportunities technical / functional architecture diagrams, solution design, integration approaches, etc.
- Should work with the products and delivery team for defining the right effort required for projects.
- Should be able to present the proposal, demos or POCs to the customer.
- Maintain a strong understanding of competitive products and industry/market trends, especially in digital and back office automation.
- Scope projects describe project phases and do a high-level implementation plan.
- Create RFP/RFI responses which describe a solution to client business problems, which includes generation of project plans, architecture, integration touchpoints, and statement of work (SOW). This solution could be a combination of products and services.
- Provide product feedback from customers to the Product team.
- Manage customer expectations to ensure maximum satisfaction with platforms products and services.
- Strong communications skills written and verbal

Job Requirements:

3-5 plus years' experience with a Presales capacity. Experience working with both external vendors/partners.

Demonstrated experience conducting solution or strategic sales.

Excellent interpersonal and communications skills, strong listening skills, with an ability to understand customers' needs and equate them to the company's service solutions.

Strong knowledge of Microsoft Word and Excel.

Strong knowledge of CRM tools.

Bachelor's Degree in a related field required.

If you are interested send your updated CV to careers@fvc.com