Pre-Sales Engineer

JTL-PE-PE-02-24 | Engineering | Contract | Posted on October 9th, 2024 | Expires on April 19th, 2024

We are seeking an experienced, to support the technical evaluation and/or bid process, customer solutions design and to work directly with customers, sales, technical teams, service delivery, and product development teams to help ensure the successful incubation, adoption, and enablement of solutions to our customers.

PRE-SALES ENGINEER JOB RESPONSIBILITIES

• Design and implement customers' Communication and Networking Solutions .

• Comprehend business strategies and requirements and develop necessary designs and plans to ensure projects and solutions satisfy those needs.

• Act as a contributing member of the project team from project inception to completion.

• Actively listen to client problems and needs to implement well aligned solution plans.

• Evaluate, make decisions and provide advice on suitable technologies for various projects.

• Consistently monitor the scope of network projects.

• Collaborate with project managers and other staff members to develop budgets and timelines for solutions.

• Assess and evaluate, risks and benefits of the proposed solutions as required.

• Document clients' current ICT framework/architecture and organizational data flow.

• Understand and communicate customer-specific value of JTL products and solutions and their integration with the customers' ICT ecosystem.

• Syncs regularly with Commercial team to review strategies and future sales opportunities.

• Design solutions for customers on day-to-day basis, fitting in the Order to Billing process already defined in the system.

• Contributing member to Product Development team, to develop solutions that meets and exceeds the

ICT communications needs of customers.

QUALIFICATIONS FOR PRE-SALES ENGINEER JOB

• Bachelor's Degree or above in Engineering (Computer/Telecommunication), Computer Science/Information Technology or equivalent with professional qualifications (CCNA,CCNP)

• 5+ years of pre-sales experience in a Solutions Architect, Technical Account Manager, Customer Success Engineer, or equivalent position, ideally in B2B in the Telecommunications Industry.

• Enterprise customer-facing experience required, including demonstrated leadership with multiple roles.

• Exceptional verbal and written communication skills, and comfort with leading independent .presentations, training, and debugging sessions with CTOs and business users.

• Past experience working hand-in-hand with Sales, Sales Engineering, Customer Success, and Partner Integration teams.

Location: Nairobi

Department: Planning & Engineering

Job Type: contract