



Job Description - Technical Presales (Information Security)

To consult, demonstrate and implement various Solutions & Services in IT Network & Security portfolio. Familiar in sizing, proposing & deploying industry leading brands like Cisco, Symantec, McAfee, HPE, Sophos, Bluecoat, HPE, Crowd Strike, Digital Guardian...

Should possess good technical knowledge in various Network architecture design, infrastructure, Web Security under Windows & Linux environment is essential. Good hands on experience to security software solutions like Firewall, Content Security, IPS, DLP, SIEM, data protection, encryption and monitoring security will be added advantage.

- ❖ Experience in pre-sales/ supporting the sales team in selling Network / Security solutions, services in SI organization.
- ❖ Work together with account managers and partners to establish and understand the customer's requirements.
- ❖ Identify the appropriate solution and deliver product & design that is tailored to meet the customer needs.
- ❖ Effectively communicate technical answers to questions raised by customers regarding the solution by justifying ROI.
- ❖ Should be able to successfully demonstrate proof of concept (POC) in the required time frame.
- ❖ Experience in preparing a suitable solution document that will address the customer needs and should be able to present the same to the stake holders, decision makers at the customer end.
- ❖ Maintain solid, technical understanding of products in conjunction with business benefits.
- ❖ Prepare responses to RFPs and RFIs through consultative approach so as to make the customer feel to buy our solution.

Desired Candidate Profile:

- ❖ Degree Holder with minimum 4-5 years of hands-on working experience in providing Network Technology Services / IT Security related solutions
- ❖ Experience in pre sales is an added advantage. CCNP or equivalent.
- ❖ Possess experience in building enterprise sales/presales on the product/ technology knowledge and experience in managing POC along the required industry standard technical certifications are must. Experience & profile as Subject Matter Expert (SME) if any will be added advantage.
- ❖ Very Good communication in both verbal & written English is a must.
- ❖ Quick learner, fast to pick up new knowledge, ability to apply knowledge as appropriate.



- ❖ Willingness to acquire new skills/ product knowledge on a continuous basis.