

PRE SALES ENGINEER

Responsibilities:

- Pre-Sales support for products including design, technical advice, and point of contact
- Deliver product presentations and demonstrations, and provide support at external and internal customer facing events
- Build custom demonstrations and deliver Proof Of Concepts (POC) to customers
- Architects an appropriate technical solution to meet customer's requirements
- Take a leading role in specifying technical solutions and writing proposals and tender responses.
- Support the sales cycle through answering RFI (Request for information), BOM (Bill of Material) and RFP (Request for proposal).
- To work with internal product team to meet vendor expectation
- To meet vendor's certification requirement
- Keep up to date on technical knowledge and handle complicated technical issues for customers

Requirements:

- Degree in Networking, Computer Science, Information Technology, Engineering (Network/Security) or equivalent
- Knowledge in Networking/Cybersecurity/Mobile and Application Security, implementation and deployment will be added advantage
- Strong analytical and problem-solving skills
- Able to work in a team
- Motivated and able to work independently
- Good communication and presentation skills

Additional Information:

- Office Hours: Monday - Friday (9am - 6pm)
- Smart Casual on Friday
- Transportation to office allowance