

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CC-732-2022
Company Name	ICC Group
Industry	IT Services and IT Consulting
Vacancy	Presales Engineer
Number of vacancies for that position	1
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	FT
Major(s)	CCE
Degree	BS, MS, CCNA
Years of Experience	1-2 years of experience
Location	Riad al Solh
Remuneration & Benefits	---
Currency (LBP, Dollar, Lollar)	---
Tasks & Responsibilities	<p>Presales & Business Analysis Responsibilities:</p> <ul style="list-style-type: none"> Analyze client's technical requirements and evaluate status of their current infrastructure and operations. Develop customized Networking solutions design based on the company's offerings within client's budgets & technical requirements. Liaise with Product Managers/Vendors for solutions technologies and design validation. Generate quotations and provide best price/value for solution and confirm it with the general manager Responsible for tender and bids, follow-up, and execution of the technical parts. Provide detailed Bill of Material (BOM) to account managers. Write a technical document to illustrate and explain the entire solution. <p>Sales & Technical Support responsibilities:</p> <ul style="list-style-type: none"> Attend meetings with Sales Team to present technical briefings and the

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value proposition of the proposed solution to Clients through Presales Demo and presentations.

- Coordinate with sales and technical team to ensure proper design that meet customers' requirements.
- Contact customers (through meetings with account managers or phone call) for technical information gathering or solution support.

Project Management Responsibilities:

- Responsible for the design and sizing for complex projects.
- Follow up / manage the scheduling, implementation, and delivery of the projects.
- Manage & resolve conflicts, identify user requests' needs and customize the solutions
- Handle orders and in-hand projects:
- Place orders with distributors or vendors and ensure on-time delivery
- Prepare purchase orders (POs), Sales orders (SOs) for in specific projects and order delivery
- Follow up stock items and track invoicing

Self-development Responsibilities

- Attend training programs to maintain Progress of technical skills development.
- Accomplish new certifications and develop technical know-how.