

## JOB POSTING REQUEST FORM

### Job Details

Reference #	CP-325-2021
Company Name	Computer Information Systems
Industry	Information and Communication Technology
Vacancy	Presales Engineer
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	Full Time
Major(s)	Computer Science or CCE
Degree	Bachelors or Masters
Years of Experience	0 to 1 years
Location	Jal el Dib
Remuneration & Benefits	
Tasks & Responsibilities	<p>Operational:</p> <ol style="list-style-type: none"> <li>1. Ability to understand customer requirements and come up with the proper solution design with complete technical explanation.</li> <li>2. Identifies and generates Bill of Materials of the proposed solution with pricing.</li> <li>3. Responds to customer tenders and inquiries related to the product(s) and solutions represented.</li> <li>4. Provides reporting to Company management on sales activities.</li> <li>5. Develops a good technical / functional knowledge in the product(s) or solutions(s) represented for effective sales results.</li> <li>6. Develops good knowledge about competitors and competitive products to effectively suppress competition.</li> <li>7. Conducts presentations on product(s) or solutions proposed.</li> <li>8. Cooperates and coordinates with other sales and technical personnel.</li> <li>9. Helps in increasing customer satisfaction through commitment and quality of work.</li> <li>10. Communicates with Partners SEs and AMs for Designs and sales targets.</li> <li>11. Keeps up with latest Partners Technologies (Attending Technology Seminars, Webcasts, etc...)</li> <li>12. Fulfills Partner certifications in different fields and solutions.</li> </ol>

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Represents the company in a professional manner –build positive relationships with clients and partners to the company’s benefit.

### **Processes under responsibility**

1. Increase of customer satisfaction

### **Deliverables**

1. Conduct presentations on product or solutions
2. Keeps up with latest Partners Technologies
3. Represent the company in a professional manner

### **Dependencies influencing ability to plan and /or execute**

#### **Internal**

1. The Head of Presales
2. The Presales Team
3. The Sales Team
4. The Value Channel Management
5. The Volume Channel Management
6. The Fiscal and Administrative department

#### **External**

1. The Suppliers
2. The Customers