

## JOB POSTING REQUEST FORM

### Job Details

Reference #	CP-427-2021
Company Name	CCI - CNS
Industry	Telecommunication
Vacancy	Presales Security Executive
Job Type ( <i>FT, PT, Contractual, Seasonal</i> )	FT
Major(s)	Telecommunication or Equivalent
Degree	Bachelor
Years of Experience	3-4 years
Location	Downtown- Beirut
Remuneration & Benefits	TBD
Tasks & Responsibilities	<ul style="list-style-type: none"> <li>• Design, validate, and develop security solutions in the sales cycle according to customers' need and in line with CCI resources</li> <li>• Attend sales meetings to present the value proposition of customized solutions to customers through presales Demo and presentations for CCI products.</li> <li>• Gather technical requirements from clients and deliver reports based on requirement analysis</li> <li>• Conduct proof of concepts for clients and get their feedback periodically</li> <li>• Develop security solution designs based on customers specific requirements</li> <li>• Contact distributors to get prices for security products</li> <li>• Assist the professional service team during security projects implementations</li> <li>• Conduct solution presentations for clients</li> <li>• Maintain high level of customer satisfaction</li> </ul>