JOB POSTING REQUEST FORM

JOB DETAILS

Reference #	CP-436-2022
Company Name	ICC
Industry	ICT Innovations
Vacancy	Presales Executive Engineer
Number of vacancies for that position	4
Job Type *(FT, PT, Contractual, Seasonal)*	
Major(s)	CCE/ CS/IT
Degree	Bachelor's degree
Years of Experience	Fresh graduate /1-2 years
Location	CCI Jnah
Remuneration & Benefits	
Currency (LBP, Dollar, Lollar)	Lollar + Dollar
Tasks & Responsibilities	Pre-Sales responsibilities: • Identify opportunities, collect data and analyze client's technical requirements, and status of their current infrastructure and operations. (Collect data and Analyze) • Use of questionnaires for clarification or tools to collect the right data. • Develop customized solutions based on CCI offerings and within client's budgets & technical requirements. (Sizing) • Coordinate with the solution architects and Senior presales for solutions validation. (Validate) • Generate quotations and provide best price/value for solution following the best pricing model. (Config, Price, Quote). • Offer a complete and workable solution by taking into consideration all the customer environments. • propose the most optimized products that fit the required solutions within client's budgets & technical requirements. (Position and propose) • Propose recommendations for customers' requests if not aligned with company's vision.

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- Write solution technical proposals about the proposed solutions.
- Deliver customized presentations for clients about the proposed solution(s) and communicate the business value.
- Follow up of project delivery after ordering and provide support for the technical team to implement (Post-sales)
- Respond to tenders and bids with best fit and compliance.
- Handle orders and in-hand projects:
- Place orders with distributors or vendors and ensure on-time delivery.
- Prepare purchase orders (POs) for in specific projects and order delivery.
- Specialized in 3-4 areas, generalist in the rest of the products.
- Research new technologies and solutions