



PR/116468 | Presales Engineer / System Engineer

募集職種

人材紹介会社

ジェイエイシーリクルートメントタイランド

求人ID

1519880

業種

ITコンサルティング

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年02月04日 11:41

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Highlight:

- Global Technology Solutions
- Career Growth Opportunities:
- Competitive Compensation

Location: Huay Kwang, Bangkok

Description:

- - Collaborate with Account Managers, Business Development Managers (BDMs), and Product Sales

- Specialists to support new and existing opportunities.
 - Provide presales support to the Sales and BDM teams, including solution pitching, sizing, BOM creation, POC activities, and RFP/RFQ technical support.
- - Offer technical advice to develop vendor solutions for current and new partners.
- - Conduct enablement and training workshops with vendor representatives and BDMS to certify Partner Sales and SE.
- - Provide solutions and technical support to achieve quarterly product/service gross profit targets.

Duties & Responsibilities:

- - Support presales efforts, prioritizing tasks to maximize team productivity and profit.
- - Scope and recommend technical solutions to meet customer requirements.
- - Secure input from all necessary stakeholders to ensure appropriate solutions.
- - Coordinate with internal sales, vendor sales, technical support, and service resources to align solutions with customer needs.
- - Provide coaching and professional development for Sales, BDM teams, and partners.
- - Pursue additional business opportunities within customer firms.
- - Conduct proof of concept initiatives to drive deal closures.
- - Self-study and attend vendor workshops to attain relevant certifications and stay updated on the latest solutions.

Qualifications:

- - Strong people skills: ability to build relationships quickly and effectively.
- - Strong technical skills in designing, sizing, proposing, demoing, and evaluating networks, data centers, storage, remote management, backup and recovery, and SIEM solutions.
- - Good administrative skills with attention to detail and follow-up.
- - Knowledge of various vendor technologies/solutions and ability to position products effectively.
- General computer literacy.
- - Previous presales experience or certification is recommended.