

## **Pre-sales Engineer & Project Manager**

14/12/2009

**Company:** Tawasul Telecom

**Reference Number:** PSPK

**Location:** Kuwait

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### **Job Description**

Purpose of Job Position:

Overall responsibility for implementation of customer's solutions.

Main responsibilities:

- Assisting in all phases of the sales process
- Provide technical information of solutions requested by customer.
- Deliver high quality product and architecture presentations and demonstrations
- Provide support for sales staff during the sales process (technical product assistance, offer and contract preparation)
- Deliver presentations and build strong customer relationships during pre sales activities
- Provide guidance, direction and assistance in the resolution of customer issue
- Contribution on responses to RFPs and RFIs
- Manage all technical issues and transfer of knowledge to all targeted partners
- Realization of customer's projects, responsibility for deliverables, leading project teams
- Performs other related duties as required.

### **Required Skills:**

Languages: English, Arabic

Experience required: 3+ years experience within technical pre-sales activities, experiences from telecommunication area. Deep overview within IT / telecommunication products, technologies and local market. Knowledge on MPLS and networking are mandatory.

Personality: Excellent written, verbal and interpersonal communication skills, presentation skills, analytical thinking, sense for detail

Education: Bachelors degree

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### **Other information:**

Career Level: Mid Career (Over 2 years experience)

Employment Status: Full time

Starting Date: ASAP

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