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JOB	*VACANCY*

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A leading IT company in KSA seeking to recruit

Cyber security Presales

Responsibilities	:

- Provide pre-sales technical support
- Strong solution development skills
- Deliver product demonstrations & education to prospective customers
- Drive Proof of Concept engagements through success; scope and define PoC goals
- Participate in initial discovery calls and meetings alongside sales
- RepresentÂ *ITB Servic*
- Engage technology partners to scope opportunities
- Create accurate project estimates: Time and Cost.
- Maintain knowledge at a high technical level of the current security landscape.
- Identify and develop new opportunities and leads
- Develop and maintain an in-depth technical knowledge of Cybersecurity services.
- Proposal Planning, Development, negotiation and manage post-submission activities
- Building technical complaint and responsive proposals as a response on RFPs, which comprises s
- Consultation and preparation technical RFPs for clients.
- Preparing Customer analysis and competitive advantage
- Defining value proposition, feature, benefits and discriminators.
- Pricing Engagement and preparing "Price to win"
- Partnerships establishment with System integrators and technology vendors in different models.
- Prepare Governance and Delivery Assurance models & costing for sub-contractors companies
- Architecting and Designing enterprise solutions using diverse technology stack
- Create high-level comprehensive solution designs that address the needs of key stakeholders.

A leading IT company in KSA seeking to recruit Cyber security Presales
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Experience	:

- 5+ years of direct experience in pre-sales as a solutions& services consultant, sales engineer
- 3 years of experience working directly with Cybersecurity technologies, services, and solutions, ide
- Willing and able to do "whatever it takes" with motivation to find solutions rather than admire the ch
- Ability to work hands-in-hands with ITB teams.
- Bachelor's degree or relevant experience in the field.
- *Cybersecurity certification or direct experience is a huge plus*

Skills

- Strong understanding of security solutions (SIEM, NDR, EPP, EDR, NGFW, Patch Management, a
- Good understanding of an attacker progression, Incident Responsemethodologies
- Product knowledge TrendMicro, Forcepoint, PaloAlto, Fortinet, IBM, Qualys …
- Excellent customer-facing skills and technical aptitude, ideally in networks, spanning traditional dat
- Knowledge in networking and ability to understand L2-L7 OSI Layers along with TCP, UDP, and as
- Familiar with Cloud (AWS, GCP, Azure) networking and security concepts.
- Time management

Please send your CV to	**Eng@**
targetjo.com	

غير قابل للقراءة (نص عربي)

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