

Job Description: Technical Pre-Sales Consultant

Overview

TOPAZ (www.topazsmart.com) is a well-established company providing IT services to leading technology partners based on Egypt. The Company's core 'lines of business' are: Mobile Application, ERP implementation plus IT consultation services.

TOPAZ office has been located in 6th October City – Egypt.

TOPAZ is seeking to recruit **Technical Pre-Sales Consultant** to support our growing business as per the following:

- The Pre-Sales Consultant will deliver pre-sales activities about TOPAZ products & services to customers via good written, verbal and presentation skills.
- The successful candidate will also handle the coordination between the Business Development team, Technical team and the customers.
- Working with the TOPAZ Team, your responsibilities will include the development of formal written sales proposals and tender responses and the ability to present and differentiate product offerings.
- Reporting to the Business Development Manager, you will participate in preparing TOPAZ business growth plan.

The Role

The Technical Pre-Sales Consultant will:

- Build technical relationship with prospects and/or existing customers
- Support the Sales Team with customer-facing technical pre-sales assistance
- Deliver product presentations and demonstrations, and provide support at external and internal customer facing events.
- Build custom demonstrations and deliver Proof Of Concepts (POC)
- Compare competitive products to specify the most advantageous solutions for customers
- Take a leading role in specifying technical solutions and writing proposals and tender responses.

Skills, Qualifications & Experience

The ideal candidate should have:

- Technical Consultancy customer-facing experience
- Proven Technical and IT Services pre-sales experience
- Proposal and Tender writing experience

Qualifications to include some or all of the following technologies:

- Good commercial acumen
- Excellent presentation and demonstration skills
- Excellent organizational skills
- Good listening skills
- Ability to explain and present technical solutions
- Excellent relationship-building skills
- Affinity to both sales and technology functions
- SAP ERP, Android, Odoo are Plus
- Excellent in Microsoft Office

Package & Benefits

TOPAZ is offering a competitive package with a salary commensurate of experience.

To Apply

- To apply for this role, please email your CV to **fathy.mohamed@topazsmart.com**