

Pre-Sales Consultant

Job Summary

The Pre-Sales Consultant coordinates technical pre-sales activities. He/she transfers industry, technical and product knowledge to customers via good written, verbal and presentation skills. They assist in all levels of technical account planning and accompany sales account managers on visits to customers. They assist in the development of formal sales proposal and present and differentiate Qolcom's products and services offerings from the competition. The Pre-sales Consultant will also actively participate in internal specialist teams and provide consultative support in specialist areas to customers other Pre-sales Consultants.

Where required, the pre-sales consultant will contribute to the development of tools and processes that relate to specific solutions or services that Qolcom offer their customers. This can include, but it not limited to, the development of API based integration of platforms and the use of programmatic methods to develop automation of repetitive tasks, whether used for internal Qolcom operations or offered as a service directly to customers.

The Pre-Sales Consultant will report directly to Qolcom's Chief Technology Officer.

Responsibilities

- Product presentations and demonstrations
- Support with the technical qualification of sales opportunities
- Provide answers to (technical) questions in a Request for Information (RFI) or a Request for Proposal (RFP)
- Build custom demonstrations
- Create POC implementation plans
- Deliver Proof Of Concepts (POC)
- Provide support for evaluations and/or pilot projects
- Build technical relationship with prospects or existing customers
- Maintain technical relationship with Qolcom's vendor partners
- Investigate and contribute to the development of integration of vendor platforms
- Participate in the development of tooling for applications that align with the company strategy
- Manages hand-over to the Services Functions (Post-Sales Support and Professional Services) for live project implementation

Skills, Ability and Experience

- Knowledge of Qolcom's Product Set including at least two of:
 - Wi-Fi (Aruba & General Design Principles)
 - Switching (Aruba and General Design Principles)
 - MDM (Mobile Iron/InTune)
 - Wireless WAN (Cradlepoint)
 - SDWAN (Aruba/Silverpeak)
 - Security (ClearPass, NAC & Firewall General Design Principles)
- Excellent presentation and demonstration skills

- Excellent organisation skills
- Proven ability to multitask and prioritise under pressure
- Affinity to both sales and technology
- A team player with the ability to adopt a leadership role where necessary
- Willingness to travel

The following specific skills would be advantageous

- Experience of designing and deploying wired and wireless networks
- Experience of designing and deploying security solutions
- Experience of designing and deploying mobility solutions
- Experience of designing and deploying location-based services
- Experience in network automation techniques
- Experience in API integration