

Presale Engineer - Middle East and Africa

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Company: RAD

Location: Tel Aviv-Yafo

Category: other-general

Presale Engineer - MEA

Job Description

Work closely and in harmony with sales team

Actively seek new business opportunities in the region, leading the technical aspects for Service Providers (SP), Critical Infrastructure (CI) and Government customers

Develop strategies to expand RAD customer base

Lead and orchestrate RFI / RFP processes throughout the organization and with customers

Lead and monitor solution evaluations and Proofs-of-Concept in support of sales opportunities, both directly with the customer and through channel partners

Continuously lead technical follow up discussions with customers and/or channel partners while striving to close deals

Communicate with the product team regarding any issues or feature requests that are impacting prospects and existing customers

Ensure successful handoff to the Customer Support Team

Articulate the features and benefits of RAD solutions and products

Understand customer business drivers and how to map them to a RAD solution

Provide technical leadership in the Requirements Discovery, Solution Development, and Solution Proposal stages of the opportunity sales cycle

Requirements

Hunter at heart, with 5+ years of experience in a leading Pre-sales position in Africa and/or Gulf States

Ability to travel 50% of a calendar year and as business required (working throughout weekends/holidays may be required from time to time)

Experience in a customer-facing technical role

A “CAN-DO” person with excellent analytical and problem-solving skills

Multi-disciplinary networking knowledge and experience suited for various markets such as Service Providers, Utilities, and Transportation

Enhanced knowledge in various OT/IT network architecture such as IPVPN, IPMPLS/MPLS-TP, Industrial IoT, Automation, SDN/SDWAN as well as legacy TDM networks such as SDH/PDH

Ability to lead processes within a matrix environment

Academic degree in computer science/engineering or similar

Excellent communication, time management, and interpersonal skills

Strong presentation skills to technical and business audiences (onsite, conference or seminar)

Languages: Fluent written and spoken English and Hebrew is mandatory. Fluency in any other language spoken in Africa and the Middle East is an advantage, specifically French/Arabic

The position is hybrid up to twice/week.

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