

Presales Engineer Europe and Africa – Mobile Telecom Solutions Denmark

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Company: Chronos Consulting

Location: Denmark

Category: other-general

Job Description

Our client is a global provider of intelligent mobile Internet solutions that enable operators to improve quality, reduce network operational expenses and manage and monetize the mobile Internet.

As part of the global presales team, you will be part of the sales organization as such part of the sales target achievement, account management, penetration of new markets, and new customers.

You are the owner of all the technical aspects of the accounts, from product presentation, to upsell of new features and new technology, responsible for technical solution description document, technical proposal, and scope of work and the lead on RFX responses.

REQUIREMENTS

BSc in a Technical area

3-5 years of experience in a presale position in the Mobile Telecom industry.

Proven experience leading RFPs.

Experience working for SW product company.

Telecom network background is a must.

Mobile data & IP-Knowledge and deep Telecommunication knowledge.

Fluent written and spoken English, Spanish highly desirable

Dynamic personality with business acumen and motivation, a team player

Excellent Presentation skills

Effective written and verbal communication and interpersonal skills

Willing to travel extensively

RESPONSIBILITIES

Technically and commercially support sales process – initiatives, upsells and new opportunities.

Product introduction, demonstration and presentation – Prepare, Present and Demonstrate.

Solution Engineering – understand customer needs and create upsells and new opportunities, listen to customers' requirements leverage and translate that to a solution, materialize customer requests to sales. Understand customers' needs and problems and devise creative solutions.

RFX overall responsibility – provide the full RFX response, write the solution sections, assure coherence and suitability of the entire response to the customer needs, defend the response, work inbound with R&D and Product, work outbound with customer and business partners.

Provide detailed specification and SOW for customer request, new requirements, Sales management of trials and PoC's – define the scope, the requirements, the success criteria, timelines, milestones. Work with HQ on logistics, delivery resources, the focal point of contact to the technical aspects and outbound communication to customers.

Work and communicate efficiently with the customer, internal and external.

Pre-sales manager will be expected to attend marketing events, trade shows and relevant conferences as required.

Enabling new sales opportunities by constantly collecting information about customer's new requirements, changes in customer's technical environment, about competitive situations

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