

Job Title: Manager Presales - GCC Region

Location: Riyadh, Saudi Arabia

Department: Sales & Business Development

Reporting To: Director Sales

Experience Required: Minimum 8 years in IT Presales

Job Summary:

We are seeking a dynamic and seasoned **Manager Presales** to drive IT presales initiatives across the GCC region, with a primary focus on Riyadh, Saudi Arabia. The ideal candidate will leverage their expertise to develop tailored IT solutions, foster robust client relationships, and contribute to the company's growth in the region. Proficiency in Arabic and an in-depth understanding of the GCC market will be distinct advantages for this role.

Key Responsibilities:

Lead Development & Collaboration:

- Identify and qualify potential leads across diverse industries in the GCC region.
- Collaborate with account managers to create customized IT solutions that align with client needs.

Solution Development & Presentation:

- Design and deliver bespoke proposals for IT products and services, such as **cloud computing, cybersecurity, AI, SaaS, and enterprise software**.
- Showcase how proposed solutions effectively address client business challenges and integrate seamlessly into operations.

Technical Expertise & Market Competitiveness:

- Work closely with technical teams to validate solution feasibility and performance.
- Stay abreast of technological advancements to ensure competitive positioning in the GCC market.

Documentation & Client Support:

- Prepare comprehensive technical documentation, including RFPs, proposals, and client presentations.
- Provide end-to-end support during the proposal lifecycle to ensure client satisfaction.

Required Qualifications & Skills:

- Bachelor's degree in **IT, Computer Science**, or a related field.
- At least **8 years of experience** in IT presales, with demonstrated expertise in IT solutions like **cloud computing and enterprise software**.
- Exceptional communication and presentation abilities.
- Proven track record of working with diverse stakeholders, including C-suite executives.

Preferred Skills & Competencies:

- In-depth knowledge of the GCC market, particularly **Riyadh, Saudi Arabia**.
- Proficiency in **Arabic** (highly preferred).
- Familiarity with regional cultural and business practices.

Eligibility:

This role offers a unique opportunity to lead sales efforts in a dynamic and rapidly evolving market while contributing to transformative IT initiatives in the GCC region.

Interested candidates may apply to hr@advantal.net