

Datacentrix Holdings Limited
Incorporated in the Republic of South Africa
(Registration number: 1998/006413/06)
Share code: DCT
ISIN: ZAE000016051
("Datacentrix")

Careers @ Datacentrix

Job Title: Pre Sales Specialist - Networking

Location: Gqeberha / Port Elizabeth

The successful candidate must provide technical pre-sales support to various entities for the purpose of promoting and selling products/services for potential customers and existing customers. The Pre-Sales Engineer (PSE) supports sales productivity and deal flow by securing the "technical close" in complex solutions. The PSE is responsible for enablement of achieving the BU profit and productivity quota made up of the combined expectations of the sales resources, market, and/or channel supported

Primary Role Accountabilities:

- Maintains high customer satisfaction ratings that meet company standards.
- Effective and efficient delivery of technical services as per customer requirements.
- Maintain a relevant knowledge of Vendors' channel programs.
- Maintains deal through-put in early deal-sales process steps.
- Relevant, accurate and functional technical solution design.
- Maintain a working relationship/engagement with relevant vendors and their associated role players and stakeholders.
- Completes required training and development objectives within the assigned time frame.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary in consultation with relevant Vendors or Business Partners to ensure appropriate support
- Maintain relevant OEM Certifications.
- Provides coaching and professional development to team-member sales associates and customers in order to enhance their product knowledge, technical acumen, and technical sales skills.
- Support achieving growth targets for the assigned account base.
- Actively support the branch in achieving its assigned productivity and profitability quotas.
- Work deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit, or as directed by the branch manager.
- Secures from customer technical staff commitments needed to ensure a deal's "technical close."
- Participate in pre-sales activities including, but not limited to,
 - conducting Proof of Concepts (PoC),
 - Building BoQ's,
 - Developing commercial (pricing) models
 - security designs,
 - writing proposals,

- delivering product and solution specific presentations
- training... etc.
- Provide technical pre-sales support for the purpose of promoting and selling products/Solutions.
- Provides security engineering designs in all aspects of Security Solutions
- Respond to customer requests for proposals, develop designs and bills of materials for cost-effective solutions
- Engage with and maintain good relationships with relevant security vendors
- Engage with customers as a trusted advisor, listening and understanding their challenges and requirement - both technical and business, and clearly articulate and communicate to the sales team, and document them.

Critical Requirements - Skills, Experience & Qualifications:

- Must have Matric or Grade 12
- Good presentation and social skills
- Bachelor's degree or suitable IT qualification – preferred
- Network Certification -CCNP Preferred or HPE ACE
- Security Certification – Cisco Fortinet or SOPHOS
- Should have technical (install and support) certifications in either CheckPoint and/or Fortinet security products
- Must have an understanding of IT infrastructure and networking
- Must be analytical, structured and precise in their work with emphasis on attention to detail
- Must be able to communicate at a business level with IT Directors, IT staff and general users from our client base
- Must be positive, have a go-getter attitude and be prepared to work after hours
- Strong planning skills capabilities
- Valid drivers licence and own reliable vehicle

Additional:

- Please note that further checks will be conducted once the candidates are shortlisted (i.e. credit check; SA fraud check; ID verification; academic verification; criminal check).
- Please ensure you provide an updated CV and updated certified qualifications including a certified copy of your ID.

Datacentrix is an equal opportunity employer and in filling this vacant position, preference will be given to candidates from Previously Disadvantaged Backgrounds in terms of the Employment Equity Act and practice

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