



Solution Manager (Pre-sales)

Responsibilities

- Present company products portfolio to partners/customers
- Product solution presentation and discussion with partners/customers
- Analyzed information systems requirements or environment
- Identify and verify customer's requirements
- Participate and contribute to RFP (Request for Proposals), TOR (Term of Reference) and technical specifications.
- BOQ Preparation.
- Worked with the sales team to develop selling strategy within the assigned accounts.
- Contribute to marketing team about product content in Thai language.
- Attended industry trade shows, exhibitions, seminars and training sessions to promote products and solutions.
- Contribute in product workshop.

Qualifications

- Thai, Male/ Female, age between 24-35 years
- Bachelor's Degree or higher in IT, Computer Science, Engineering, Marketing or other related fields.
- Experienced in Technical Presales, Solution design, System engineer, Network engineer, software engineer, or related IT area.
- Presentation skill is a must
- Be able to work in a fast-paced work environment
- Willing to take challenges and work under pressures
- Good team player and able to work independently
- Pleasant personality, optimistic, mature and excellent service attitude is a must
- Good command in English both spoken and written
- Proficient in MS Office