

Cybersecurity Technical Presales

Job Description

- Act as in customer success and solution consulting for security technology related and service offering
- Well understand customer requirements and cybersecurity solution mapping as technical presale role to gain and contribute project achievement
- Identify and recommend solution components as mostly suitable and fit with customer environments and budgeting
- Provide manage security service selling platform with solution guidance to support SOC incident and use case development
- Participate in security proposal presentation, clarification with Q & A as well as proof of concept
- Prepare technical documents to respond with both Requests For Information (RFI) and Requests For Proposals (RFP)
- Develop a comprehensive understanding of customer expectation and typical challenges faced with outcome delivery for customer satisfaction
- Engagement with account manager, business development, service delivery

Qualifications

- Experience in a customer-facing and security presale roles
- Bachelor degree in Computer Engineering, Computer Science, MIS, or related fields.
- Expertise in Information security, infrastructure and application security with cross-border of security line-of-defense
- Capability to design and adoption cybersecurity solution and managed security service platform
- Technical solution knowledge and understand security architecture and SOC integration
- Ability to multi-tasks of project handling effectively with coordinate customers and internal stakeholders
- Strong in communication skill act as solution sale-talk with proactive working as a team
- Logical thinking & systematic approach for problem solving
- Good command on both English and Thai