

## **Presales Manager**

### Responsibilities:

- Pre-Sales support for I.T. Security products including design, technical advice, and point of contact
- Deliver product presentations and demonstrations, and provide support at external and internal customer facing events
- Build custom demonstrations and deliver Proof Of Concepts (POC) to customers
- Architects an appropriate technical solution to meet customer's requirements
- Take a leading role in specifying technical solutions and writing proposals and tender responses.
- Support the sales cycle through answering RFI (Request for information), BOM (Bill of Material) and RFP (Request for proposal).
- To work with internal product team to meet vendor expectation
- To meet vendor's certification requirement
- Compare competitive I.T. Security products to specify the most advantageous solutions for customers
- Keep up-to-date on technical knowledge and handle complicated technical issues for customers

### Requirements:

- Degree in Computer Science, Information Technology, Engineering(Network/Security) or equivalent
- Related I.T. product or technical knowledge will be added advantage
- Candidates with LogRhythm SIEM experience will be top priority
- Experience in ICT products or solutions in areas such as servers, virtualization, networks, cloud, or security
- Proven Technical and IT Services pre-sales experience
- Strong analytical and problem solving skills
- Senior position available based on experience
- Required language: English (Able to communicate and present the solution)
- Preferably with at least 3 years of working experience in IT product management or technical sales
- Able to work in a team
- Motivated and able to work independently
- Good communication and presentation skills.

### Additional Information:

- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays