



Job Title : Pre-Sales Specialist
Department : Sales
Reports to : Country Sales Manager

Our COMPANY

Headquartered in Singapore, ICONZ-Webvisions (iWV) serves more than 40,000 customers across the region. As one of the first Cloud and Hosting providers in Asia Pacific, we have been helping companies stay laser focused on their business for over two decades. We have built up a solid and proven cloud infrastructure that has stood the test of time, enabling companies large and small to react, scale and grow on demand – without worrying about their day-to-day IT operations.

The iWV Cloud is an Infrastructure-As-A-Service (IaaS) consisting of best-of-breed enterprise class hardware (HP) and leading virtualization solutions (VMware) which promises high performance and High Availability.

We are more than a Cloud Hosting Provider, offering a suite of managed services such as Security, Backup, Disaster Recovery and Monitoring, so that we keep clients' business humming along should things turn awry. This is possible because we have strong partnerships with industry leaders, such as Microsoft, Acronis, Zerto, just to name a few.

Job Description

The Pre-Sales Specialist coordinates technical pre-sales activities. Assist in all levels of technical account planning and accompanies sales account specialists/managers on visits to qualify opportunities. Take a lead in the development of formal sales proposal and presents and differentiates product offerings at a technical level from the competition.

Key Areas of Responsibility and Tasks

- Product/Solution presentations and demonstrations
- Support with technical qualification of sales opportunities
- Provide answers to (technical) questions in a Request for Information (RFI) or a Request for Proposal (RFP)
- Build custom demonstrations
- Deliver Proof of Concepts (POC)

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- Provide first-line technical support for software evaluation and/or pilot projects
- Be able to position and present IWV product offerings
- Compare IWV product offering at a technical level with competitive products
- Build technical relationship with prospects or existing customers
- Liaise with local and group support teams to ensure accurate and timely resolution of technical issues that may arise during the pre-sales process
- Assists with the qualification of the opportunities and/or identification of target accounts
- Assists with the creation of a sales cycle plan
- Assists customer, prospect and sales representative to build a compelling and competitive business case and ROI
- Manages hand-over to the Services functions (post-sales support and professional services) for live project implementation

Essential Qualification, Experience, Skills, Knowledge and Ability

- Bachelor Degree
- At least 5 to 6 years of **relevant experience** in a technical consultative engagement role in IT field
- Good level of industry and business acumen, understanding of current business and technical trends, and ability to converse with customers on their issues and challenges
- Knowledge of cloud technology both from a network and IT perspective
- Good experience in Windows & Linux Operating systems
- Good working knowledge on networking & IT security, web, email & database solution/technology
- Good working knowledge on Virtualization (VMWare, Hyper-V) and some working knowledge of public cloud platform like AWS, Azure etc
- Ability to discuss and demonstrate business benefits and value to a customer of a technical solution.
- Ability to translate technical and business requirements into cost-efficient solutions
- Excellent presentation and demonstration skills
- Excellent organization skills with ability to multi-task and prioritize under pressure
- Self-starter
- Good Listening skills
- Affinity to both sales and technology
- Essential language: English – spoken (fluent) and written

Specific knowledge/skill

- Knowledge of cloud technology both from a network and IT perspective
- Solid level of industry and business acumen, understanding of current business and technical trends, and ability to converse with customers on their issues and challenges
- Good track record as a Pre-Sales Consultant/Specialist

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