

Pre-Sales Lead

Description

Designing the infrastructure services for Flexcube Core Banking & Other Solution on Cloud & On-premises.

- Handling the solution on IaaS, PaaS, DRaaS services.
- Handling Oracle & other OEM's Server, Storage, Tape library, Network components, and technology software's.
- Providing Infrastructure Implementation and Managed Services.
- Providing technical sales activities to the sellers.
- Designing and participating in technology pilot projects or proof of concept (POC) activities.
- Values propositions, positioning and differentiation from competitor's products.
- Preparing the technical and commercial requirement based on request for information (RFI) and request for proposal (RFP).
- Preparing the technical presentation and schematic for sales team.
- Solution designing based on the customer requirement and their budget.
- Supporting and developing the existing/strategic customers and partners relationships.
- Single point of contact for all services related like Proposal, RFP, RFQ, RFI for APAC, Middle East and Africa.
- Approaching clients by calls & e-mailers In- Person, Client relationship management, and elucidate about our in-house products & managed services and staffing services.
- Handling a team of 30+ Global sellers, training them on our products and services.
- Conduct team meetings to increase individual and team success.
- Train, motivate, and coach inside sales representatives.
- Monitor CRM and telephone reporting system to validate ongoing sales performance.
- Work with sales and marketing management to refine and improve the ongoing team success.
- Review weekly, Monthly & yearly forecast with Management.
- Route qualified opportunities to the appropriate sales executives for further development and closure.
- Handling the weekly seller's cadence call on infrastructure perspective.
- Teaming with channel partners to build pipelines and closing the deals.

Skills

Mandatory Skills

- Oracle Hardware (Server, Storage, Tape) & Oracle Technology Software
- License Services
- Oracle Technology License Advisory
- Supermicro Server Products
- Infrastructure On-premises & Oracle Cloud service Solution Design RFX (RFP, RFQ & RFI)
- Presales (Preparing Technical and Commercial proposals)
- Solution Designing with OEM as per the Customer requirement.
- Strategic Negotiation with OEM's
- Team Handling, Training & Development

Date posted

January 9, 2024

Hiring organization

JMR Infotech

Employment Type

Full-time

- Global Procurement
- Infrastructure Managed Service
- Fixed and T&M Contract
- Hardware RMA (Return Merchandise Authorization) Support

Desirable Skills

- Customer Relationship
- Vendor Relationship
- Service operations
- Business Development
- Technical Sales
- Lead Generation

Qualifications

Any Bachelor degree and Experience in Infra Presales