

PreJob Title:	Presales-Networking and Cybersecurity	Years of Experience:	8-9 years
Department	Technical	Position Type:	Full Time
Location:	Delhi	Date posted:	
Package:	10-15		

Job Description

Role Description

This is a full-time Cyber Security Pre-Sales Consultant role at company. The Cyber Security Pre-Sales Consultant will be responsible for providing on-site security assessments, implementing, and maintaining network, application, and information security solutions. Additionally, the Cyber Security Consultant will need to stay up to date with the latest security trends, threats, and technologies in the market.

- Integrated Solutions in IT Infra (Networking, Cyber Security) resource that analyses and defines client business problems.
- Strong understanding of technologies such as: DDoS, NGFW, APT, IPS, End Point Security, Cloud Security, Application Security such as WAF, Bot Management etc.
- Sound experience in Data Centre – Disaster Recovery Infrastructure Solutions.
- Provides a technical business solution (encompassing areas described above. that may contain a mix of hardware, software, network, and service components to be integrated with other legacy systems.
- Working closely with Sales to ensure successful closure of the sales opportunities.
- Participates as Pre Sales Lead in pursuit of business opportunities. Responsible for proposing solutions around equipment procurement and implementation, data centre implementation, LAN/WAN/WLAN implementation and management.
- Has past Experience in conducting PoC independently over Security Products.
- It would be good if person is well versed with networking technologies with an exposure to SD-WAN and Cloud solutions. **Will need to be proactive in identifying and resolving issues and mitigating risks in projects.**
- Prepare sales proposals and train other sales representatives from time to time.
- Experience working with vendors and customers is required contracting experience desirable. **Helps the customer optimize their solution and network architecture. Builds custom solutions that can help with their network transformational projects.**
- Keeps the customer updated about latest technology/ product/ solution from OEMs and any new features available.
- Provides recommendation on Service Improvement Plan (SIP) that will enhance business level stability. Assists the Customer on any technical discussions with the OEMs.
- Self-starter with excellent Presentation skills and consultative skills.

Qualifications

- Graduate degree in Engineering with experience in Technical Sales support / Solution design Relevant industry-based network certifications are desirable
- Experience: At least 4 years of managing implementation of multiple projects simultaneously. Experience in hands on implementation desired.
- Experience: At least 5 Years in solution designing, RFP & solution designing

HOW TO APPLY

Email the following materials with the subject line **contact@pmspl.net.in**