

PROFILE: Presales Cybersecurity – Government RFP

LOCATION: Noida

Scope of Work:

RFP Development and Response: Assist in the development of comprehensive RFPs, including the formulation of cybersecurity requirements and evaluation criteria. Respond to RFPs with tailored cybersecurity solutions that meet government standards.

Client Engagement: Engage with government stakeholders to understand their cybersecurity needs, conduct presentations, and provide technical clarifications during the RFP process.

Solution Design: Develop customized cybersecurity solutions that address specific requirements outlined in government RFPs, ensuring compliance with relevant standards and regulations.

Technical Demonstrations: Conduct product demonstrations and proof-of-concept (PoC) activities to showcase the proposed cybersecurity solutions to government clients.

Proposal Writing: Create detailed technical proposals, including solution architecture, implementation plans, and cost estimates.

Market Analysis: Stay updated on government cybersecurity policies, emerging threats, and industry trends to ensure the proposed solutions are current and competitive.

Collaboration: Work closely with sales, technical teams, and external partners to align the proposed solutions with the overall strategic goals and capabilities of the organization.

Key Responsibilities:

Develop and articulate effective cybersecurity strategies and solutions tailored for government clients.

Lead and manage the response process for government cybersecurity RFPs.

Engage with government clients to gather requirements and present tailored cybersecurity solutions.

Provide technical expertise and support during pre-sales activities, including presentations and demonstrations.

Collaborate with internal teams to ensure the proposed solutions are feasible and align with organizational capabilities.

Maintain up-to-date knowledge of cybersecurity trends, government regulations, and best practices.

Prepare comprehensive technical proposals and documentation.

Required Qualifications and Experience:

Education: Bachelor's degree in computer science, Information Technology, Cybersecurity, or a related field. Master's degree preferred.

Experience: Minimum of 5-6 years of experience in pre-sales cybersecurity consultancy, particularly within the government sector.

Technical Skills: Proficiency in cybersecurity technologies and solutions, including firewalls, IDS/IPS, SIEM, encryption, and risk assessment tools.

Knowledge: In-depth understanding of government cybersecurity requirements, standards, and regulations (e.g., NIST, FISMA, FedRAMP).

Soft Skills: Strong communication, presentation, and interpersonal skills. Ability to articulate complex technical concepts to non-technical stakeholders.

Project Management: Proven experience in managing multiple RFP responses and pre-sales activities simultaneously.

Proposal Submission Requirements:

Company Profile: Overview of the consultancy firm, including experience, certifications, and past government clients.

Technical Proposal: Detailed approach and methodology for the proposed pre-sales consultancy services.

Financial Proposal: Detailed cost breakdown, including any additional expenses.

References: Contact information for at least three government clients who can attest to the quality of previous cybersecurity consultancy work.

Timeline: Proposed timeline for engagement, including key milestones and deliverables.

HOW TO APPLY

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