GSCaaS - ISA

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Company: Zones

Location: Pakistan

Category: computer-and-mathematical

Description

Position at Zones LLC. **Company Overview:** When it comes to IT solution providers, there are a lot of choices. But when it comes to providers with innovative and differentiating end-to-end service offerings, there's really only one: Zones – First Choice for IT.TM Zones is a Global Solution Provider of end-to-end IT solutions with an unmatched supply chain. Positioned to be the IT partner you need, Zones, a Minority Business Enterprise (MBE) in business for over 35 years, specializes in Digital Workplace, Cloud & Data Center, Networking, Security, and Managed/Professional/Staffing services. Operating in more than 120 countries, leveraging a robust portfolio, and utilizing the highest certification levels from key partners, including Microsoft, Apple, Cisco, Lenovo, Adobe, and more, Zones has mastered the science of building digital infrastructures that change the way business does business ensuring whatever they need, they can Consider IT Done. Follow Zones, LLC on Twitter @Zones, and LinkedIn and Facebook. **Position Overview:** The role demands a complex combination of technology prowess and supply chain expertise. The resource should be well versed with concepts of logistics and inventory management. As Business Architect, you will be responsible for supporting Zones Account Executives and clients by providing solutions and processes overview and presales assistance on products, solutions and services that are included in Global Supply Chain as a Service (GSCaaS) offerings. You will help to streamline sales processes, educate AE's and clients on relevant services, technologies, and suite of offerings that constitute GSCaaS. **What you'll do as the GSCaaS-ISA :**

Articulate and position solutions and services included in the GSCaaS suite of offerings for

Zones' clients.

Determine project demands for products and associated services, understanding logistics, warehousing, integration, and fulfillment service requirements.

Demonstrate in-depth knowledge of hardware, such as Systems and Storage, Networking devices, and workplace devices, discussing features and providing comparisons between models from different manufacturers.

Present and discuss managed services like service desk, performance monitoring, and device management.

Present and articulate IT Asset Disposition (ITAD) Services, including Remote Worker (RWS) Solutions, to Account Managers (AMs) and customers.

Have a sound understanding of Zones GSCaaS services capabilities, product features, technologies, and professional services.

Collaborate with other departments and functions within Zones to create coordinated project plans to manage opportunities.

Evangelize Zones IT Solutions, supply chain, logistics, and warehousing offerings, and Professional Services.

Conduct customer calls and presentations as necessary.

Obtain relevant industry and partner certifications and attend approved trainings.

Work with other departments and functions at Zones to ensure sales and logistics processes are streamlined and optimized to maximize sales.

Work with Solution Architects (SAs), Account Managers (AMs), Account Technology Executives (ATEs), WinCenter, Day 1 Support, and clients to ensure smooth delivery of products and services.

Manage pipeline and forecasting.

What you will bring to the team:
BA/BS in Business, IT, or a related field.

Excellent oral and written communication skills.

Ability to communicate effectively and constructively with management, peers, and coworkers.

Fast learner and open to learning new tools, processes, and becoming an expert and leader in the administration of such tools and processes.

A team player who possesses a 'can do' attitude and enjoys working as part of a team.

Strong people skills and ability to enable others through conducting training and demonstrations.

Proficient in Microsoft Office, especially Word, Excel, and PowerPoint.

Experience with Order Fulfilment, Procurement, Supply Chain Management, Product Lifecycle, Integration, Warehousing, and Logistics.

Experience with US-Based IT partners and customers.

Aptitude for learning about technical aspects of products and processes.

Zones offers a comprehensive Benefits package

At Zones, we are committed to fostering an inclusive and diverse workplace. We provide comprehensive benefits to support our employees, including health insurance coverage for parents, spouse, and children, life insurance, pension fund scheme, EOBI, and on the house free quality food, gym, and much more. We embrace equal employment opportunity, free from discrimination based on various characteristics, and offer an exciting career immersed in an inventive, collaborative culture.

If you are enthusiastic about working on the cutting edge of IT innovation, sales, engineering, and operations, Zones is the perfect opportunity for you.

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