

Head of Post Sales

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Company: Wateen Telecom Limited

Location: , , Pakistan

Category: other-general

Wateen is Pakistan's leading information and communications technology company with a diverse portfolio of customers across industries. A pioneer in the telecommunications industry, Wateen is proud to have laid the foundation of Pakistan's internet connectivity with the fastest-growing fiber-optic network. Wateen is credited with transforming the landscape of communications technology in Pakistan through our efforts to revolutionize businesses with cutting-edge technology. With the country's largest team of highly experienced certified resources, our subject matter experts ensure end-to-end support uniquely optimized for businesses and enterprises across various verticals.

Position Summary

Location Key Responsibilities Engage with customer to work on POCs and Concept development as in the line of Wateen Business

- Developing RFP/RFQ/RFI responses for potential clients to win new business or expanding services footprint with existing clients
- Developing a strategic relationship with key business and IT stakeholders within the client's organization such as Directors, Project Managers, Enterprise Architects and Business Analysts to create technical road maps that help reduce OPEX/CAPEX and maximize ROI for the entire enterprise
- Architect custom solutions of project and program or operational scope
- Develop for client technically feasible long-term IT strategies and plans for complex deals
- Assess business impact of specific technologies/strategies
- Identify and address technical or operational risks
- Provide review/input on project activities for medium to large business unit level projects
- Collaborates with the project managers, post sales and operation teams for successful project delivery and operations of closed projects
- Ability to engage with Customer at C-Level, develop and deliver sales and presales presentations, where required
- Build and

analyze BOM's, Costing, SOW's and overall solutions based upon Cisco, Huawei, DELLEMC, other global technology providers Must be a self motivated, an excellent team player with positive attitude Required Skills Design:Ability to understand the customer's business problem, need, or opportunity and to design a Technology Solution that appropriately addresses the business problem, need, or opportunityAbility to lead a team of different functions for the project design, delivery, and operationsUnderstands and apply information system or operational solution-related modeling methods and toolsCan validate/evaluate if an information system or operational architecture meets the technical requirements and specifications of a customerApplies appropriate methodologies and Subject Matter Expert knowledge to resolve complex business issuesTechnical:In-depth technology understanding of large and complex enterprise networks comprised of Telecom, Financial Sector, or Large EnterprisesUnderstands future technology or operational trends as they relate to and support customer business requirements ("trusted advisor" role)Deep knowledge of IT and business standards and best practices in specific areas and how to apply them appropriately in solutionsExpert or Master of knowledge of specific technologies, IT operations, or IT disciplinesAble to design planning for accessibility, scalability, and availabilityExperience with architecting cloud solutions, including migration from on-prem to cloud infrastructureCommunication:Able to design and present high-impact messages to customer's senior-level managementAble to use various presentation tools to persuasively communicate complex messages to multiple audience levels, including senior-level managementAbility to use prepared and create complete original materials to communicate with the customer. Communicates a mix of Strategic information and Tactical informationExcellent speaking and writing skillsSelf-motivated with solid leadership and collaboration skillsPossess team management skills Education & ExperienceBachelor's Degree in Telecom/Electronics/Computer SciencesMBA will be a plus for this position CCIE/HCIE/relevant Expert Level Certifications in Network/Security/Service Provider/Data Centre With over 12 years of experience in the field of Solution Design, Delivery, and Operations in Pakistan Relationship with Customers at every level, especially at C-LevelIf you are interested in joining our dynamic team, email your CV at recruitment@wateen.com Don't forget to mention the position in the subject line. We can't wait to explore the possibilities with you!

#J-18808-Ljbffr

Cross References and Citations:

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