

Head of Pre-sales

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Company: veraqor

Location: , , Pakistan

Category: sales-and-related

We are looking for an experienced functional technical leader to drive the technical strategy for the Technical Pre-Sales organization (CloudData and AI preferred). TSM will be responsible for executing on the technical strategy in one or more of the areas such as Cloud & Data Modernization, Digital Apps & Innovation, Cloud Scale Analytics, Business Applications, Data Governance, and AI. TSM will closely interact with customers in partnership with sales, field roles such as Solution Architects, Customer Engineers, Customer Success Account Managers. This is highly dynamic and high pace position requiring business-techno functional analytical depth and good understanding of the digital transformation business. TSP Manager will lead market facing initiatives by leading a team of deeply skilled solution architects, focused on Data and AI, Digital Apps & Infra and other related to drive opportunities for a set of target accounts across different industries and geographies in partnership with sales and marketing. Principal level Functional Technical Digital Advisor background with strong Consulting mindset and client facing Pre-sale Management Experience is required. When you are working with us, you will: You will work with team to profile, qualify, and acquire workloads to leverage data to help them achieve their business priorities and help guide customer's journey through Veraqor-led organizational Digital Transformation solutions in partnership with sales and marketing. You will help customers evaluate their applications and functional business requirements by understanding their journey, driving business outcomes strategic workshops and roadmaps, recommend solutions that meet their requirements and demonstrate these solutions to drive decision. • People Leader: Build and grow healthy teams (Solution Architects & Engineers) through talent management, diversity

and inclusion, coaching, and career development. Respected technology leader with the ability to attract, retain, and develop the most technical resources in the field. Inspire and foster a culture of customer-centricity and consumption, adoption and use through collaboration with peers and extended teams.

- Empower your team to accelerate Digital Transformation Journey (Data Estate Modernization, win with Analytics, innovate with AI, etc.) including guidance on architectural design, technical recommendations, blocker escalations and technical resource orchestration.
- Engage with the most strategic customers as executive sponsor to accelerate digital transformation journey and create a data driven and intelligent driven organization in partnership with sales. Own customer strategic and technical engagement, including strategy workshops, technical discovery, assessments, architectural design sessions, specific implementation components scoping, proposals, and/or proof of concepts and own related solution offerings.
- Lead your team to utilize “Cloud Adoption Framework”, “Well-Architected”, “DMBOK” , Kimball, etc. relevant framework, such as high levels of performance, security, scalability, maintainability, and appropriate reusability and reliability.
- Partner with all required stakeholders at Veraqor to land and drive clarity, account coverage, project assignment and effective cross-team collaboration
- Drive operational excellence, including timely opportunity management and high-quality reporting and insights.
- Inspire your team to win developer affinity to through tech intensity.
- Exceed customer support obligations as needed.

You can get in, if you can prove that you:

- Professional: 12+ years working with mid-large enterprise customers in consulting or similar roles, leading presales and deployment projects, architecture, design, implementation, and support of applications. (required)
- Management: 5+ years of experience in people management (required) with preferably managing geographically disperse teams across time zones, as well as gained in other leading software and/or services companies.
- Deep domain exposure in across wide areas of Digital Transformation pillars across Data and Analytics, Governance, Business Applications, Digital Apps & Innovation and Artificial Intelligence
- Knowledge of Azure and/or competitive cloud technologies
- Empathy, curiosity, and desire to constantly improve, acquire new skills and drive for results.
- Demonstrated Technical leadership through prior technical coaching/managerial roles.

Leadership, Collaboration, Communication

- Ability to run complex program management at a scale, including cross-project planning and resource orchestration, as well as the ability to consistently identify and drive program enhancements.
- Proven ability to generate trust, build alliances, and orchestrate interdisciplinary teams to the benefit of customers.
- Strategic thinking with the ability to execute cross-org

and drive for results in ambiguous environments, independence in decision making, ability to problem-solve. • Thought leader with executive presence, including the ability to hold CxO and BDM level discussions, exceptional interpersonal, verbal, written and presentation skills (important) • Proven ability to quickly adapt in rapidly evolving business situations. • Proven track record of driving decisions collaboratively, resolving conflicts, and ensuring follow-through with exceptional verbal and written communication. • Strong Presentation skills with a high degree of comfort with both large and small audiences and with different levels of an organization

Education Requirements • Bachelor's degree in computer science, Information Technology, Engineering, or equivalent experience. • Certifications in one or more of the following technologies: Azure Data, Analytics, AI, and Machine Learning (Preferred not required)

Job Category: PreSales **Job Type:** Full Time **Job Location:** Pakistan

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