

## Technical Pre-Sales Engineer/Senior Engineer (Telecommunications) – Based Karachi/Islamabad

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Company: Telogic Sdn Bhd

Location: Karachi

Category: other-general

Technical Pre-Sales Engineer/Senior Engineer (Telecommunications) – Based Karachi/Islamabad Telogic Sdn Bhd, Pakistan

**General Summary:** Telogic is seeking a suitably qualified candidate to manage and build long-term relationships with key telecommunications and mobile operators customers. This is a hands-on role which will encompass technical pre-sales, account development/management, solution architecture and co-ordination of technical resources. You will also be involved in the analysis of present and future business market situations, including extensive market research and business development.

**Job Specification Responsibilities :**

- Support requirements and pre-sales technical discussions
- Involve in Tender / RFQ / RFP processing, proposal and presentation
- Serve as technical liaison between sales, customers and engineering for pre-sales issues
- Assist sales division to help define opportunities and close large opportunity business
- Involved in the development of pre-sales and marketing doents
- Actively source for new technologies and innovative solutions
- Ensure high customer satisfaction in solutions delivery and pre-sales support
- Undertake any duties assigned from time to time

**Requirements :**

- Degree in Electrical / Computer / Telecom Engineering or equivalent with a minimum of 2 years experience in telecommunications or related industry.
- Computer literate and proficient in Microsoft Windows and Office applications
- Results oriented, Self-motivated, willing to learn, Independent worker with good attitude, excellent communications, presentation & interpersonal skills
- Working knowledge in telecom/voice technologies, solutions and services, is highly desirable
- The candidate is able to travel regularly

(nationally/internationally) for activities such as Opportunities follow up, Design in, demo system setup, any other sales engagement and follow up related activities, even at short notice• Work closely with sales and marketing team by participating and supporting all sales strategies and activities. • Perform technical presentations and tools demonstrations as well as conduct technical and product training to all users • Candidates with existing contacts or established customer base will have added advantage. An attractive salary commission package will be offered to the successful applicant. Please email your comprehensive resume, with present and expected salary, to :Country Manager Email : tplim@telogic.com.sg Information Technology and Services - Petaling Jaya, Malaysia  
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