

## IP / Access Product Pre-Sales Manager

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: Ankara

Category: other-general

You will be responsible for supporting sales management in establishing, developing and closing business opportunities in the field of IP/Access Network Solutions Product including Router, switch, WIFI, Firewall, PON, ONT, Wi-Fi, etc. You will be responsible for some or for all the presale support of IP/Access products for a certain defined territory, and you will be based in Ankara, Turkey.

Seek out, identify, and develop business opportunities, execute the sales strategy and implement tactical plans.

Collaborate with Rep. Office sale teams, analyze customer requirements and design product sale strategy based on our product capability.

Pre-sale support including technical workshop, quotation, network design, technical proposal, technical clarification, etc.

Analyze competitor's sales solution, to provide competitive and beneficial solution to customer.

Identify key customer requirements and coordinate with Product Management Dept. to ensure that these requirements are implemented in the roadmap.

### Requirements

Minimum of Bachelor degree in telecommunications, computer science or electronics.

Good knowledge in the fields of IP/Access product and solution, such as Router, switch, WIFI, Firewall, PON, ONT, Wi-Fi, etc.

Minimum of 3 years of technical pre-sales or after-sales working experience in direct telecommunications and carrier network

Deep understanding of Telco customers planning, operation, type approve or RFX procedure, and design a competitive solution based on updated technologies

Able to present product and solutions to the customers, negotiate technical solutions with customer and prepare bidding documentation

Good presentation, collaboration, communication, interpersonal skills and fluency in English.

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