

Turkey Jobs Expertini®

Presales Manager

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Company: Vodafone

Location: Istanbul

Category: other-general

What you'll do

This role is responsible for acting as a design authority to sales and operational teams to ensure technical design and customer needs/expectations so that VF Turkey achieves targets within all fixed sales segments

- Contribute to VF Sales and Marketing strategies for Corporate Customers to ensure VF Turkey realizes its ambitions for the short-mid and long term.
- Work with Fixed Product Management and Marketing to help define/refine sales messages and ensure sales packages are developed and messages communicated to sales team.
- Work with Account Managers to lead generate for related Corporate Segments.
- Identify and address customers critical technical issues (escalations) and non-technical issues, and coordinate necessary support activities.
- Ensure of understanding the scenarios, features and functions within each of the products and how these are applied to address business and technical needs.
- Creating presentations and demonstrations that summarise the simple technical and business benefits of the solution.
- Help the Sales Rep and other members of the sales team respond to RFI/RFP's.
- Ensure all activities are applied in line with time tables and budgets so that VF Turkey can achieve its annual results and revenue targets

Who you are

- University Degree with Electronic, Computer, Telecommunication or Mathematics

Engineering

- At least 4 years Presales experience, 7+ years' work experience
- Very good technical knowledge of Networking (LAN & WAN & WLAN & MPLS) & VoIP technologies (Onnet (Voice gateway (Analog, PRI, E-SBC), SIP trunk) & Cloud PBX), SD-WAN
- Good Cloud PBX knowledge is a plus
- WiFi knowledge is a plus
- Very good command of English
- Excellent interpersonal relationship building skills
- Strong analytical skills
- Ability to understand and capture business and technical requirements
- Driving license (B class)

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