

POSITION AVAILABLE: UNIFIED COMMUNICATIONS PRE-SALES ENGINEER

Background:

IPT Holdings is a trusted ICT managed services provider. We assist companies in defining their IT strategy and requirements and do the necessary installation, maintenance and support thereof.

Position profile:

IPT Holdings is looking for a Unified Communications Pre-Sales Engineer capable of independently designing and presenting solutions. The primary purpose of this role is to complement the sales force by providing advanced technology solutions. The position combines sales ability with industry knowledge and product expertise and offers this combined insight into sales, customers & partners.

Responsibilities:

- Assess, design, and provide IT solutions across the collaboration portfolio including but not limited to on-premise voice design, cloud/hosted solutions, contact centre, tele-presence & additional cloud services.
- Attend conference calls and on-site visits with sales team and customers.
- Develop customer proposals, including building the bill of materials and SOW's.
- Perform technical presentations and demonstrations to customers.
- Create, maintain, and update reference architectures and design templates.
- Articulate our service capabilities as well as reseller capabilities.
- Work with the sales team developing campaigns and sales plans.
- Keep relevant technical/market knowledge up to date.
- Keep a knowledge of sales programs / tools / procedures / sales incentives up to date.
- Maintain industry-leading technical and pre-sales/sales engineering certifications.
- Your role is subject to change as you grow & develop within this position.

Experience requirements:

- Ability to perform pre-sales design of telephony solutions.
- Decent phone communication skills.
- Ability to work with sales team to qualify clients and write SOW.
- Ability to multitask 15-25 customer projects or more simultaneously.
- Comfort working in fast-paced environment.

Qualification requirements:

- Senior certificate
- Teams, Skype for Business or Azure experience
- General telephony skills or PBX experience
- Office 365 experience

Behavioural competency requirements:

- Excellent presentation, planning and organisational skills
- Excellent verbal and written communication skills
- Excellent customer service delivery, satisfaction & retention
- Candidate must self-driven, motivated, innovative and a strong team player

Other responsibilities:

- Driver's licence and own transport essential
- Must be willing to work after hours at certain times
- Must be willing to travel

Salary: Market related + commission
Location: The position is based in Centurion
Application: Apply via the job post on LinkedIn