

PERSON SPECIFICATION

Department: Sales		Responsible Manager: Admin & Finance Director	
Job Title: Pre Sales Engineer		Vacancy Date:	
Area of Specification	Essential	Desirable	
Qualifications	<ul style="list-style-type: none"> ▪ Manufacturer technical training courses on products within portfolio. ▪ Sales / Pre sales training on products and services within portfolio. 	<ul style="list-style-type: none"> • Technical training within the data / converged markets. • Aastra, Mitel, VOIP, and Unified Communciations knowledge 	
Experience	<ul style="list-style-type: none"> ▪ Minimum 5 years experience in the telecommunications industry including at least 1 year in a pre sales / solution design capacity ▪ Knowledge of commercial drivers for customers/prospects business together with a thorough understanding of the sales process ▪ Knowledge and experience of designing, developing and delivering complex technology solutions across: <ul style="list-style-type: none"> > Technology infrastructure > Remote Management Solutions, Break-fix and other maintenance > Experience within the data environment or VoIP / converged solutions area. 	<ul style="list-style-type: none"> • Commercial Business operating models. • SWOT Analysis and general risk analysis experience • Managed Hosted Services/Solutions • Of working within a Quality Management System such as ISO9001: 2000 	
Skills/Abilities	<ul style="list-style-type: none"> ▪ Presentation Skills on technical and none technical levels. ▪ Logical ▪ Analytical. ▪ Excellent communication skills, to allow good internal and external communications to enable the correct information to be sought to enable the role to be fulfilled. ▪ Professional manner to develop and maintain strong, professional working relationships ▪ Computer experience ▪ Ability to multi-task ▪ Ability to assimilate information quickly making informed decisions from facts presented ▪ Ability to articulate the commercial benefits of any proposed solution 	PowerPoint skills Word Skills	
Personal Qualities	<ul style="list-style-type: none"> ▪ Honesty and Integrity ▪ Pragmatic ▪ Determined ▪ Commitment ▪ Professional ▪ Respectful of others opinions and ideas ▪ Organised 		
The role is field based			
Prepared By:		Date:	