

## **SALES ENGINEER (PRESALES)**

Netpoleon Solutions is a well-established IT Security and Network Company recently acquired by Macnica Inc – a US 4 Billion Dollar Revenue company. With offices in Singapore, Malaysia, Indonesia, Philippines, Thailand and Vietnam, and parent company in Japan and US, we are now inviting individuals that have strong skills and knowledge in IT Security to join us. You will be able embark on an exciting career, as we pursue our strategic expansion.

### **Roles & Responsibilities:**

- Primarily responsible for solving technical business solution needs of partner and/or end user by providing presales support in the following areas:-
  - Presentation
  - Demo
  - POC
  - proposal writing
  - compliance table
  - Statement of Work (SOW)
  - Training/Product Enablement
- Develop working proficiency and obtain certifications on assigned products and technologies through self-directed and formal training
- Responsible for conducting hands-on POC independently
- Independently present vendor's solution to partners and end-users
- Provide updates and trainings to partners and end-users when required
- Collaborate, work closely and support product managers and channel account managers, in bringing opportunities to closure
- Provide timely and accurate reporting

### **Requirement:**

- Degree / Diploma in IT / Computer Studies or equivalent
- Minimum 2 years of hands-on experience in IT network and Cybersecurity domain
- Strong knowledge of security and networking infrastructure environment
- Possess good analytical, communication, interpersonal and personal skill
- Good attitude with willingness to learn
- Demonstrate high level of independence

### **Preferred:**

- Prior working knowledge of Netpoleon Singapore products and services (please refer to our website for the list of products and services that we carry)

### **Other Information:**

- Working hours: 9am to 6pm, Mon-Fri
- Salary will commensurate with qualifications and experiences

Interested candidates, please send your resume/CV to [hr.ns@netpoleons.com](mailto:hr.ns@netpoleons.com).

We regret that only shortlisted candidates will be notified.