

Job Title: IT Security Presales Engineer, Oman

Language Requirement: Must be an Arabic Speaker.

Company Overview:

Talent Arabia is a leading recruitment firm specializing in connecting top talent with prestigious organizations across various industries. We are currently partnering with the largest Systems Integrator (SI) in Oman, a renowned leader in delivering innovative IT solutions. Our client is seeking a qualified IT Security Presales Engineer to join their dynamic team and contribute to their continued success in the region.

Job Description:

As an IT Security Presales Engineer, you will have the opportunity to collaborate with a diverse team of professionals and engage with clients to understand their security requirements. Leveraging your expertise in Fortinet, Cisco, Juniper, Palo Alto, and other relevant technologies, you will design tailored solutions that address client needs and exceed expectations. This role requires a proactive approach to presales activities, including solution design, proposal development, and client engagement.

Key Responsibilities:

1. Work closely with sales teams to identify and qualify opportunities for IT security solutions within the Oman market.
2. Design customized IT security solutions incorporating Fortinet, Cisco, Juniper, Palo Alto, and other pertinent technologies.
3. Develop comprehensive solution proposals, including technical specifications, architecture diagrams, and BoQ (Bill of Quantities), tailored to meet client needs.
4. Present proposals and solutions to clients, addressing technical inquiries and providing strategic recommendations.
5. Serve as a subject matter expert during client meetings, workshops, and presentations.
6. Stay abreast of industry trends, emerging technologies, and competitive offerings to maintain a competitive edge in the market.

Qualifications:

1. Bachelor's degree in Computer Science, Information Technology, or related field.
2. Minimum 5 years of experience in IT security presales or consulting roles.
3. Proficiency in Fortinet, Cisco, Juniper, Palo Alto, and other relevant security technologies.
4. Preferred industry certifications such as NSE, CCNP Security, JNCIP-SEC, PCNSE, etc.
5. Demonstrated experience in designing and architecting IT security solutions for enterprise clients.
6. Strong understanding of networking principles, protocols, and architectures.
7. Experience in responding to RFPs and creating BoQs (Bill of Quantities).