

Jr. Presales Consultant UC and Security, IT (Brussels)

Where will you work?

Our client is an ICT services provider, headquartered in Munich, Germany. They are an international company, with offices across Europe, Asia Pacific & Latin America. Their Belgian office is located in Brussels. Their global reach allows them to work for large companies on far-reaching and sometimes groundbreaking projects. ICT services provider? That doesn't really say much, does it? It means that they're offering their clients everything they need to get the work done in the office. From workspace solutions and managed services over communication to cloud services & datacenter and consultancy. The New World of Work plays a huge part in what they do. They strongly believe in a let's go-all-the-way-together philosophy. They are an A to Z company, taking responsibility for every step along the way.

What will you do?

They are looking for a new member of Central Presales team of BeLux. The team you'll be joining exists of IT service architects, solution architects, presales consultants, bid managers, pricing specialists and technical writers. As Junior Presales Consultant Unified Communications (UC) & Security you will be a professional who – starting from your expertise (training is foreseen) – jointly with the account managers successfully manages the cycle from the first customer contact till the building of the offering and closing of the contract.

You will work in close collaboration with account managers and you will manage the design, pricing and presentation of their UC & Security solutions for their clients.

These solutions include:

- UC solutions based on Cisco and Microsoft technology;
- Security solutions based on F5 and checkpoint technology;
- IT Services: projects, remote services, on-site services and outsourcing.

These solutions must be prepared, analysed, designed, priced and sold. Your role will be to analyse the request of our customer and to produce cutting edge proposals. Next to that, you will participate in the discussions on the proposal price and you will present the solutions to the customer by highlighting the benefits.

Who are you?

We are betting you are highly motivated, but it's also important that:

- You hold a bachelor in ICT or master in Engineering (Civil, Commercial, Industrial,...).
- You have a good basic knowledge of technology platforms as well as infrastructure. Experience in system integration is an advantage.
- You have good ICT knowledge and you are willing to learn about security and UC.
- You have a problem solving attitude and analytical skills.
- You have commercial skills: you are client oriented, a good communicator and you have good presentation skills.
- You are project minded and driven by results.
- You are a talent for organization and you are punctual.

- You are a real team player who likes to take initiative.
- You are fluent in English and French or Dutch.
- Starters can apply.
- Next to that, it is a plus to have a UC or security technology knowledge and a Cisco CCNA.

Are you up for the challenge?

Please send your CV and cover letter to Crossbridge : info@crossbridge.be