
SECONDARY DUTIES

Assisting data center construction team during data center build also help track competition and their offerings, strengths and weaknesses along with quoted prices with inputs from sales team

SUPERVISORY RESPONSIBILITY

This position has no supervisory responsibility.

POSITION REQUIREMENTS

These specifications are general guidelines based on the minimum experience normally considered essential to the satisfactory performance of this job. Individual abilities may result in some deviation from these guidelines.

To perform effectively in this position, the candidate must have:

- Strong Knowledge and Work Experience in Infrastructure Domains pertinent to Data-Centre- infrastructure such as DG, UPS, Transformer, Chiller, CRAH units etc. along with knowledge of Networking solutions required by customers of Data Centers
- Demonstrate ownership and co-ordination for the appropriate solution and cost estimation to effectively address customer stated service requirements.
- Size and cost the service components using consistent assumptions and exclusions and to provide cost input into the overall cost model.
- Knowledge of pricing approaches in the marketplace
- Solution Architecting Experience preferably in data center colocation space.
- Experience in handling Global Infrastructure outsourcing opportunities would be preferred.

-Experience in Bid management for large IT Infrastructure deals

Personal Attributes -

-Strong written and oral communication skills

-Excellent technical support documentation skills

-Strong presentation and interpersonal skills

-Ability to present ideas in user-friendly language

-Strong techno-commercial ability

-Ability to effectively prioritize and execute tasks in a high-pressure environment

-Should be able to handle customer queries and defend the proposed solution

-Experience working in a team-oriented, collaborative environment

EDUCATIONAL REQUIREMENTS

The “Presales Executive / Manager” should have Engineering degree or Diploma in electrical / mechanical /Civil / Power Electronics.
