Job Description: Pre-Sales & Solutions

Role Overview:

An experienced and driven Pre-Sales & Solution Architect with a strong focus on customer satisfaction through the design and delivery of efficient, customized solutions across the Smart City domain. Skilled in handling large-scale integrated security, communication, and infrastructure systems for projects involving Smart Cities, Metros, Airports, Power Plants, and more.

Key Responsibilities:

- **Solution Design & Proposal Management:**

    - Design effective and efficient smart infrastructure solutions including ITMS, ATCS, City Surveillance, AI/ML-based Video Analytics, IoT systems (SWM, Parking Management, ITS, etc.).

    - Prepare end-to-end technical proposals, including configuration, technical documentation, and compliance matrix.

    - Draft, review, and submit high-quality responses for EOIs, RFPs, RFIs.

- **Customer & Stakeholder Engagement:**

    - Build and strengthen customer relationships to ensure high satisfaction and repeat business.

    - Liaise with government stakeholders (e.g., PSUs like BSNL, BEL) and large system integrators.

    - Present solutions to technical and non-technical audiences including CXOs, consultants, and on-ground teams.

- **Smart Infrastructure Expertise:**

    - Deep understanding of Smart Infra ecosystems, competitive landscape, and emerging technologies.

    - Conduct primary and secondary research to gather market intelligence.

    - Map customer requirements to company offerings and identify suitable vendor solutions.

- **Cloud and Data Analytics Proficiency:**

    - Proficient with Cloud Computing models – IaaS, PaaS, SaaS.

    - Enthusiastic about data analytics and its applications in video intelligence and smart infra solutions.

- **Sales Enablement & Business Development:**

    - Act as a bridge between Sales and Engineering teams to align customer needs with product capabilities.

    - Support consulting-led sales with value-based solution selling and positioning.

- o   Assist Sales Directors in managing opportunities from a technical pre-sales perspective.

- **Internal & External Communication:**

  - o   Build strong collaboration with internal teams: engineering, sales, services, alliances.

  - o   Deliver trainings and knowledge transfer to partners, clients, and internal teams.

  - o   Participate in trade shows, product demos, and promotional events.

Core Skills & Competencies:

- Solution Design & Architecture

- Proposal Writing & Bid Management

- IoT, Smart City, AI/ML, ITS, Surveillance

- Cloud Computing (IaaS, PaaS, SaaS)

- Customer Relationship Management

- Data Analytics & Visualization

- Technical & Business Presentation Skills

- Government & PSU Engagement

- Partner/Vendor Management

- Team Collaboration & Knowledge Transfer

Professional Traits:

- Customer-focused with a solution-oriented mindset.

- Skilled communicator with the ability to articulate complex ideas simply.

- Passionate about technology innovation in public infrastructure.

- Highly organized and adept at managing multiple large-scale bids and stakeholder engagements.