Urgently looking for **“Cloud Sales Manager”** for MNC. Cloud Sales Manager introduces strong sales processes, supports the development of a full pipeline of sales prospects, engages customers and Partners at the executive level, motivates the sales team, resolves conflicts, removes barriers and provides recognition in the pursuit and achievement of sales revenue and profitability.

Qualification: Bachelor/ Master’s degree will be preferred.

Experience: 15+ years of experience in sales of complex business software / IT solutions.

* Defines a vision and creates a winning strategy that draws upon the strengths and responds to specific market needs, generating competitive advantage on existing markets and developing consistent new revenue streams that will guarantee short and long-term achievements.
* Develops and applies an in-depth understanding of processes/ procedures and sales tools/systems as well as enterprise market, including industry, marketplace, strategies and trends, competitors and competitive tactics to develop an effective long-term sales strategy and plan

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/136>

­­­­­­­­­­­­­­Urgently looking for **“Presales Solution Architect”** for MNC. Candidate will provide advanced solution knowledge and assist the local pre-sales with qualifying customer technical needs, developing and presenting customer solutions and architecture road map, assisting with proposals and demos.

Qualification: Bachelor/ Master’s degree will be preferred.

Experience: 8+ years of presales experience.

* 5 + years of solution specialist (or equivalent customer facing) experience in areas appropriate to the job.
* The Enterprise Architect provides direct support to the sales and pre- sales in the development and execution of strategies for Innovation platform of solutions in complex and strategic sales opportunities.
* The Solution Architect must be able to articulate for a customer the values of innovative platform across all market categories (Cloud, Mobile, Database & Technology, Applications and Analytics) and must also serve as a subject matter expert in one or more of these categories.

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/137>

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­­­­­Urgently looking for **“Presales Solution Architect, Utilities”** for MNC. The individual provides direct support to the sales and pre-sales in the development and execution of strategies for Innovation platform of solutions in complex and strategic sales opportunities.

Qualification: Bachelor/ Master’s degree will be preferred.

Experience: 8+ years of presales experience.

* 5 + years of solution specialist (or equivalent customer facing) experience in areas appropriate to the job.
* The Solution Architect must be able to articulate for a customer the values of innovative platform across all market categories (Cloud, Mobile, Database & Technology, Applications and Analytics) and must also serve as a subject matter expert in one or more of these categories.
* As a solution expert, he/she will provide advanced solution knowledge and assist the local pre-sales with qualifying customer technical needs, developing and presenting customer solutions and architecture road map, assisting with proposals and demos.

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/138>

Need to fill **“Presales Senior Specialist, Data & Data Management”** for MNC. A Presales Senior Specialist collaborates with sales and IVE teams to plan and execute business development strategies using Design Thinking tools and techniques.

Qualification: Bachelor/ Master’s degree will be preferred. (MBA / Ph.D. is optional)

Experience: 5+ years of presales experience.

* 3 -5 years of solution specialist (or equivalent customer facing) experience in areas appropriate for job.
* Provide limited post-sale support to key customers primarily to the project/implementation team to ensure a smooth transition.
* Support one-to-many sales and marketing events both on-site and remotely.
* Ability to effectively present to customers “remotely” using virtual technologies (SAP Virtual Studio and Adobe Connect).

Salary: to be discussed by employer

Location: Karachi

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/139>

Looking for **“Presales Senior Specialist”** for MNC. The Presales Senior Specialist possesses advanced/expert level knowledge of SAP and partner software solutions and participates in sales cycles as a member of the virtual account team in support of the sales account strategy.

Qualification: Bachelor/ Master’s degree will be preferred. (MBA / Ph.D. is optional)

Experience: 5+ years of presales experience.

* 3 -5 years of solution specialist (or equivalent customer facing) experience in areas appropriate for job.
* Prepare and deliver value-based software demonstrations/presentations in support of sales cycles. Preparation includes personalization of materials to ensure delivery of a simple, appealing and compelling customer presentation.
* In advance of a demonstration or key presentation, conduct discovery sessions with representatives from the prospective customer in order to build relationships with the customer and understand their unique needs.

Salary: to be discussed by employer

Location: Karachi

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/140>

Looking for **“Presales Expert, General Business”** for MNC. The individual identifies, understands, and defines customer needs in order to develop and maintain standard product demonstrations and materials to close business and increase revenue.

Qualification: Bachelor/ Master’s degree will be preferred. (MBA / Ph.D. is optional)

Experience: 8+ years of presales experience.

- 5 + years of solution specialist (or equivalent customer facing) experience in areas appropriate to the job.

- Responsible for highly complex / visible pre-sales and/or post-sales support of company products/systems.

- Provides advanced-level technical support to complex sales presentations and product demonstrations.

- Be resourceful and creative in using Design Thinking processes to expand deals and create new opportunities in dormant accounts.

Salary: to be discussed by employer

Location: Lahore

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/141>

Looking for **“Director, Industry Business Development, Financial Services”** for MNC. Qualification Bachelor’s degree (or equivalent) required, MBA or equivalent degree required from accredited university preferred

Experience: 12+ years of professional experience in Sales / Consulting / Industry Solutions experience, including min 4 years of management consulting experience with leading international firm or 5 + years of VE experience and/or industry / solution segment.

Salary: to be discussed by employer

Location: Karachi

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/142>

Looking for **“Director, Industry Business Development, Utilities”** for MNC.

Qualification Bachelor’s degree (or equivalent) required, MBA or equivalent degree required from accredited university preferred

Experience: 12+ years of professional experience in Sales / Consulting / Industry Solutions experience, including min 4 years of management consulting experience with leading international firm or 5 + years of VE experience and/or industry / solution segment.

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/143>

Need to fill **“Director, Industry Business Development, Defence Sector”** for MNC.

Qualification Bachelor’s degree (or equivalent) required, MBA or equivalent degree required from accredited university preferred

Experience: 12+ years of professional experience in Sales / Consulting / Industry Solutions experience, including min 4 years of management consulting experience with leading international firm or 5 + years of VE experience and/or industry / solution segment.

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/144>

Urgently looking for **“Director, Industry Business Development, Public Sector”** for MNC.

Qualification Bachelor’s degree (or equivalent) required, MBA or equivalent degree required from accredited university preferred

Experience: 12+ years of professional experience in Sales / Consulting / Industry Solutions experience, including min 4 years of management consulting experience with leading international firm or 5 + years of VE experience and/or industry / solution segment.

Salary: to be discussed by employer

Location: Islamabad

Interested candidates can apply by visiting the below link:

<http://rsscareers.com/job/145>