

Solution Consultant - Network Security

[Apply Now](#)

Company: BEYON Solutions W.L.L.

Location: Manama

Category: computer-and-mathematical

A Solution Consultant – Network & Security within Beyon Solutions possess a strong Enterprise Networking, Data Center, Collaboration, Security, Automation, and Cloud background. The Solution Consultant role is a customer focused technical sales professional who ensures that technical information and guidance is provided to the customer, delivering meaningful outcomes based on our partners product and services portfolio. The Solution Consultant will partner with our Account Management team in a pre-sales technical function, showcasing solutions, providing customer presentations, performing technical demonstrations, creating BoM's, and running proof of concept activities. The Solution Consultant will partner, consult, influence and design solutions to allow the customer to meet their desired outcomes. In addition to technology aptitude and the ability to learn quickly and stay current; the ideal candidate's interpersonal, presentation and troubleshooting skills should evoke passion and confidence.

In addition to the above, the Solution Consultant will perform the following functions:

- Technology solution consultant to the customer and the account team

- Leverage an array of technology, services and support specialists.

- Collaborate closely with Account Directors/ Managers on account planning activities.

- Educate the customer on partner differentiation, creating demand.

- Align Beyon Solutions product and services capabilities to customer's business drivers.

Apply Business Architecture fundamentals to the technical selling process.

Primary Responsibilities:

Strategic

Understand the changing landscape of the industries and vertical Beyond Solutions customer operate in and provide insight a proactive thought leadership, both internally and externally.

Support the development and implementation of a strategic direction through the creation of value-added partnerships, product and solution capabilities.

Be at the forefront of innovation and technology and understand the value this brings to clients.

Act as a trusted advisor to and technical leader to clients.

Operational

Assist with the qualification of business opportunities through detailed discovery process.

Lead business engagements to understand customers' business requirements/ needs (gap analysis)

Architect, design, plan and commercialize solutions that enable clients to achieve their organizational objectives.

Work with the virtual bid team to support tenders, completing bid responses/ answering technical questions for customers and prospects.

Lead whiteboard sessions with customers to showcase your proposed solutions components development, designs, and integration.

Assist the Sales team during proposal presentations and address technical queries related to the solutions.

Undertake execution of any project/ initiative for the department and organization as identified from time-to-time.

Undertake thought leadership session with clients and at public events that showcase both yours and BEYON Solutions capability and commitment to leading innovation.

Conduct Demo's PoC/ PoV session to internal and external clients.

Serve as a subject matter expert in own work area and provide guidance to team / peers and support in the achievement of operational and revenue targets.

Networking and Security

[Apply Now](#)

Cross References and Citations:

1. [Solution Consultant - Network Security Searchukjobs](#) [Jobs Manama](#) [Searchukjobs](#) ↗
2. [Solution Consultant - Network Security Reactjobsnearme](#) [Jobs Manama](#) [Reactjobsnearme](#) ↗
3. [Solution Consultant - Network Security Newsmediajobs](#) [Jobs Manama](#) [Newsmediajobs](#)
4. [Solution Consultant - Network Security Doctorjobsnearme](#) [Jobs Manama](#) [Doctorjobsnearme](#) ↗
5. [Solution Consultant - Network Security Bankingjobsnearme](#) [Jobs Manama](#) [Bankingjobsnearme](#) ↗
6. [Solution Consultant - Network Security Telecomjobs](#) [Jobs Manama](#) [Telecomjobs](#) ↗
7. [Solution Consultant - Network Security Protectiveservicejobs](#) [Jobs Manama](#) [Protectiveservicejobs](#) ↗
8. [Solution Consultant - Network Security Supervisorjobs](#) [Jobs Manama](#) [Supervisorjobs](#) ↗
9. [Solution Consultant - Network Security Statisticsjobs](#) [Jobs Manama](#) [Statisticsjobs](#) ↗
10. [Solution Consultant - Network Security Bollywoodjobs](#) [Jobs Manama](#) [Bollywoodjobs](#) ↗
11. [Solution Consultant - Network Security Free-job-alerts](#) [Jobs Manama](#) [Free-job-alerts](#) ↗
12. [Solution Consultant - Network Security Ecologyjobs](#) [Jobs Manama](#) [Ecologyjobs](#) ↗
13. [Solution Consultant - Network Security Newsmediajobs](#) [Jobs Manama](#) [Newsmediajobs](#)
14. [Solution Consultant - Network Security Researchjobs](#) [Jobs Manama](#) [Researchjobs](#) ↗
15. [Solution Consultant - Network Security Chicagojobsearch](#) [Jobs Manama](#) [Chicagojobsearch](#) ↗
16. [Solution Consultant - Network Security Searchnzjobs](#) [Jobs Manama](#) [Searchnzjobs](#) ↗

17. **Solution Consultant - Network Security AtlantajobsearchJobs Manama**

Atlantajobsearch ↗

18. **Solution Consultant - Network Security Jobspakistan Jobs Manama Jobspakistan** ↗

19. **Solution consultant - network security Jobs Manama** ↗

20. **AMP Version of Solution consultant - network security** ↗

21. **Solution consultant - network security Manama Jobs** ↗

22. **Solution consultant - network security Jobs Manama** ↗

23. **Solution consultant - network security Job Search** ↗

24. **Solution consultant - network security Search** ↗

25. **Solution consultant - network security Find Jobs** ↗

Source: <https://bh.expertini.com/jobs/job/solution-consultant-network-security-manama-beyond-solutions-w-l--7362055879/>

Generated on: 2024-05-04 by Expertini.Com