



## VACANCY

<b>REFERENCE NR</b>	:	<b>S.SNS_09_2018</b>
<b>JOB TITLE</b>	:	<b>Senior/Consulting Pre-Sales Network System Engineer</b>
<b>JOB LEVEL</b>	:	<b>D5</b>
<b>SALARY</b>	:	<b>R 803,818.36 - R1, 339,697.26</b>
<b>REPORT TO</b>	:	<b>HOD Product Reseller</b>
<b>DIVISION</b>	:	<b>Finance</b>
<b>DEPT</b>	:	<b>Vendor Management Office</b>
<b>LOCATION</b>	:	<b>SITA Erasmuskloof</b>
<b>POSITION STATUS</b>	:	<b>Fixed Term Contract-24 months (Internal/External)</b>

### Purpose of the job

To establish the technical pre-sales function in SITA and develop processes for client engagement, proposals, technical specification of solutions, configuration and pricing, POCs, Intern and SMME development.

### Key Responsibility Areas

Establish the technical pre-sales consulting systems function in SITA;  
Actively drive and manage the pre sales process and provide consultancy to customers;  
Serve as the technical liaison to all supported State Information Technology Agency (SITA) clients and organs of state;  
Provides technical solutions and configuration design expertise to customers on specified product line(s); and  
Provide oversight and monitor service provider projects to ensure end to end completion of SITA reseller business transactions;

### Qualifications and Experience

**Minimum:** 3 year National Higher Diploma / National First Degree in ICT , Business Management, Commerce ,marketing, Communication or Business Admin.

- CCIE ,HP Networking , HUAWEI certifications will be an added advantage

**Experience:** 9+ years of Cisco experience which should include Strong experience with multiple of the following disciplines:

- ✓ Collaboration, Routing/Switch,
- ✓ Unified Communications, Wireless, Security,
- ✓ Data Center, and Storage and
- ✓ Developing solutions and communicate with IT staff but also elevate conversation to C level (communicate technical concepts in non-technical terms and business value)

### Technical Competencies Description

**Knowledge of:** Telecoms industry; ICT Products, proposal and solution development; Configuration management tools and principles; DevOps principles and practices; Networking,data centre and unified communication; Marketing Concepts and methodologies; People Management; ICT governance; Current community challenges; opportunities relating to the mission of the organisation; Knowledge and understanding of Government priorities; OEM Vendor knowledge and Vendor Management

**Skills:** Policy development, review and implementation; Strong negotiation and influencing skills; Good organizational skill and structured approach; Strong leadership and communication skills Good project management skills; Excellent presentation and marketing skills; Excellent Interpersonal skills with the ability to collaborate and build mutually beneficial relationships; Strong creative, strategic, analytical, organizational and personal sales skills; Product demonstration skills; Customer service; Client Relationships; Facilitation and presentation skills; Collaboration and problem solving; Results orientation; Persuasiveness, assertiveness ,self-motivator and self starter

### Other Special Requirements

The job incumbent will be required to engage widely with stakeholders and should have/be:

- Experience in supporting enterprise network environments
- Ability to cope under pressure and prioritise work accordingly
- Previous experience of requirements gathering, design and solution building and the ability to replicate this in a commercial setting.
- Ability to interface with senior levels of internal / external.
- Customers focused and have the ability to design and manage solutions to complex technical issues.
- Strong networking, data center, unified communication and wireless experience.
- Ability to work in a team environment to complete tasks and special projects
- Comprehensive understanding of identifying client needs.
- Ability to mentor more junior Systems Engineers in the assigned territory
- Ability to build and maintain trust with all levels of staff
- Ability to think comprehensively and strategically, and motivate change in a complex organization.

Passionate about solving customer issues and promoting solutions

### How to apply

Kindly send your CV to [sophia.recruitment@sita.co.za](mailto:sophia.recruitment@sita.co.za)

**Closing Date: 27 September 2018**

### Disclaimer

SITA is an Employment Equity employer and this position will be filled based on Employment Equity Plan. Correspondence will be limited to short listed candidates only. Preference will be given to members of designated groups.

- If you do not hear from us within two months of the closing date, please regard your application as unsuccessful.
- Applications received after the closing date will not be considered. Please clearly indicate the reference number of the position you are applying for.
- It is the applicant`s responsibility to have foreign qualifications evaluated by the South African Qualifications Authority (SAQA).
- Only candidates who meet the requirements should apply.
- SITA reserves a right not to make an appointment.
- Appointment is subject to getting a positive security clearance, the signing of a balance score card contract, verification of the applicants documents (Qualifications), and reference checking.
- Correspondence will be entered to with shortlisted candidates only.
- CV`s from Recruitment Agencies will not be considered.