

Presales Architect

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Company: Telenet

Location: Antwerp

Category: computer-and-mathematical

B2B Architect and Bid Support is looking for a motivated individual to join us as Client architect.

The Client Architect is End-to-End responsible for a high quality proposal for complex opportunities.

He/She support the sales teams in understanding our main customers' needs, building trust with the customer and positioning Telenet' solutions. The architect will fully focus on helping our sales colleagues with winning deals. You will work with customers, engineering, the solution houses, customer operations- and the account managers to meet Telenet's sales objectives.

We do this with a strong team and an equally strong offer - from data networks, Internet over digital TV to mobile and fixed telephony, but also with digital solutions in IT, hosting, camera surveillance, and so on... We do a lot, but with you as Client Architect, maybe we can do even more?

As Client Architect, you will be responsible for:

Answering complex requests (integration of different products and services) and RFPs. In this, you will be supported by specialists in the various domains.

Taking responsibility for the Overall solution design and Profit & Loss (P&L) of quotations.

Being a "technical consultant" for the customer to guide him in the design of his technical solution.

Translating the various needs of the customer (business, telecom and ICT) into a validated

architecture with sales, engineering, product marketing, customer operations, etc., taking the Total Cost of Ownership (TCO) into account.

Aligning the architecture/solution with the relevant team(s) both internally, in order to enable a successful implementation, and externally, as a consultant, to convince the client of the proposed solution.

What we have to offer

You will be joining a company that invests in you and adapts your working environment optimally to your needs. This will allow you to develop while taking care of your work-life balance. What else are we competing for?

You will have every opportunity to further develop your expertise. We stimulate your personal growth with internal mobility opportunities and extensive learning possibilities, but also give you the chance to press the pause button after a while or to go in a completely different direction.

A varied job in which you will achieve tangible results and make your mark.

A competitive gross monthly salary that we complement with a host of fringe benefits.

The pleasant company of colleagues who are just as passionate as you are.

Our ideal Client architect

...has a broad and in-depth knowledge of ICT and telecom technologies and solutions, and has good verbal and written communication skills

You have a bachelor's or master's degree.

You have a strong track record in the Telecom and ICT world

You are able to interact at different levels within the customer organization and to look for a supported solution in a diplomatic manner.

You are the interface between Sales, Project Management, Service Management and Operations for complex quotations.

You think along with the customer in a pro-active and flexible manner.

You possess a strong empathy and customer focus.

You are stress resistant in order to be able to work to strict deadlines.

You must be able to work in a team and autonomously.

You know the ins and outs of a presales team, either through previous experience or because you already worked closely with them from another technical or commercial role.

You speak fluent Dutch and English. Also a good knowledge of French? You will have a head start!"

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