

Harel Mallac Technologies is recruiting **Solutions Architect (Infrastructure)**

Key Responsibilities:

- Manage a portfolio of selected brands, and their associated services – delivered by HMT/partners, by working closely with vendors to develop and grow each brand's presence in the market. Ensure the brands, meets or exceeds performance targets, including revenue, gross margin, and market share.
- (areas specified as per above and amendment communicated from time to time to him)
- Develop and execute a brand plan for each assigned brand: technical and sales resources are enablement. Develop documentations - sales and marketing collaterals, presentations.
- Work closely with the sales team to support the sales process and ensure that each brand is effectively positioned to customers.
- Coordinate with the marketing department to plan and execute go-to-market activities and events for each assigned brand, as subject matter expert for events.
- Work with vendors to ensure that the correct products are positioned, with effective support the vendor in terms of training, marketing, and sales.
- Ensure timely deal-registrations are done with vendors on a timely basis and negotiated in the interest of the company.
- Conduct presentations, product demonstrations, and coordinate the delivery proof of concepts.
- Build and maintain strong relationships with key stakeholders, including vendors, customers, and internal teams.

Key Performance Indicators (KPIs):

- Revenue and gross margin performance for each assigned brand, compared to budget.
- Market share growth for each assigned brand.
- Number of technical and sales resources trained and certified on each assigned brand.
- Number of new business opportunities generated through presales efforts.
- Number of successful deal registrations and negotiated prices for significant deals.
- Positive feedback from customers and vendors on the quality of presales support provided.
- Adherence to brand plans and deadlines.

Skill & Competencies required:

- A Degree in Information Technology or Infrastructure Field or equivalent year of experience
- Sound understanding of market evolution and industry's current and future requirements.
- Excellent interpersonal, communication and analytical and negotiation skills
- Excellent customer service
- Good written and spoken English and French
- The ideal job holder should have:
- A minimum of 3 years of working experience in a similar position in a dynamic business environment
- 6 months on the job training

Employment Type: Full-time

Contact: hmt.talents@harelmallac.com

Only successful candidates will be called upon for interview.

Harel Mallac Technologies is an Equal Opportunity Employer.

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