



AFRICA'S DIGITAL FUTURE IS AN INTELLIGENT ONE- JOIN THE TEAM

Liquid Intelligent Technologies (LIT) is a Pan-African technology group with capabilities across 13 countries, primarily in Sub-Saharan Africa. It is a one-stop-shop technology group providing tailor-made digital solutions to businesses in the public and private sectors. Raha Limited trading as Liquid Intelligent Technologies Tanzania and part of the Liquid Intelligent group has been providing connectivity solutions to homes, businesses, and organizations for over 20 years in Tanzania.

We are currently looking for experienced and strong candidates to join us in for the following position:

TECHNICAL SALES SPECIALIST - CYBER SECURITY

The Technical Sales Specialist is responsible for delivering sustainable new business growth across segments; providing thought-leadership; and driving customer uptake of cyber security, cloud and business continuity solutions while ensuring value realization.

The role holder should have excellent industry knowledge with commercial and technical capability combined with experience in scoping, designing, implementation and pitching of cyber resilience across diverse market segments. The successful candidate should be able to generate demand and need for services by providing thought leadership for both existing and new clients.

KEY RESPONSIBILITIES

- Own and drive new revenue growth for cyber resilience and business continuity solutions by directly or indirectly achieving the set monthly/quarterly/annual targets across the region.
- Generate demand by helping clients identify cyber security exposures to their operations.
- Provide market related information specific to cyber resilience, business continuity to be used in developing market relevant solutions.
- Work with the relevant stake holders to define best practice go to market models for subject solutions including segment, industry, pricing, and commercial details.
- As a subject matter expert, lead the knowledge transfer through training and provision of relevant collateral to the sales team and all other units as it may be relevant.
- Compete aggressively and proactively to win new business and market share through differentiated customer business value.
- Deliver customer business transformation and success through accelerated adoption and usage resulting in customer references that can be leveraged in future sales engagements.
- Own opportunities from start to close by orchestrating a team consisting of technical and partners across an extensive portfolio of products.
- Be the interface to the customer and orchestrate a team of resources to solve customer problems.
- Foster and expand Liquid Telecom's relationships with Customer Business Decision Makers and lead team through evaluation, contracting, deployment, and usage of cloud solutions.

QUALIFICATIONS & EXPERIENCE

The ideal candidate must possess the following:

- Bachelor of Science in Engineering Technology or Computer Science degree
- Industry Specific Certifications i.e. CISSP, OSCP, CEH, CISM, CISA, CCNA, CCNP etc.
- Solutions selling technical experience in Security, Hosting, Data Centre, Cloud, SDWAN, Digital Technologies.
- At least 5 years' experience in cyber security and business continuity solution/product development and management for enterprise organizations.
- Experience conducting cyber resilience and business continuity training at all levels including board, C-suite, technical and general awareness.
- Technical consulting for enterprise cyber security procurement.
- Managing and operating platforms; SIEM, SOAR, IDS, IPS, NAC, DAM, etc.
- Experience in developing business plans, programs, and processes.
- Creation of short and long-term strategic technology plans for customers.
- Solution/Product development and management
- Software; an in depth understanding of software application structures, operational, communication and interaction models within different modules.
- Disaster recovery Management and planning.
- Risk assessment, compliance, and corporate Governance.
- Secure infrastructure and application design and implementation.
- A good grasp of networks both from SDN and Legacy networks and how to securely provide access both from within and without the networks including through the internet.
- Knowledge of different cloud architectures, technologies, and deployments.
- In-depth understanding of customer needs / wants / challenges / insights for all Sales segments i.e., Government, Financial, Mining, Health, Education, Transport, Carrier, etc.
- Excellent interpersonal skills and Relationship management • Good organizational skills and time management
- Design thinking and Solutions Focused.

Interested and qualifying applicants should submit their application (CV and letter) with subject line Application specifying position being applied for to careers@liquidtech.co.tz deadline for submission 20th January 2023 at 16:00hrs EAT. To know more about us visit our [website](#)