Company Name: Atlanta Systems Pvt. Ltd.

Company URL: www.atlantasys.com

Head Quarter: Connaught Place, New Delhi

Profile: Technical Pre-Sales Specialist
Location: Work from Office, Connaught Place, Central Delhi
Experience: 1-2 Years
Job Type: Full-time
Education: B.Tech/Diploma in Electronics & Communication

We are looking for a **Technical Pre-Sales Specialist** to join our team at **Atlanta Systems Pvt. Ltd.** This role is ideal for someone with a strong technical background in embedded systems. You will work closely with both **domestic and international clients**, collaborating with the sales team to design technical solutions, deliver presentations, and ensure customer needs are met during the pre-sales process.

Key Responsibilities:

- Collaborate with the sales team to assess customer requirements and design customized embedded system solutions, ensuring technical feasibility and scalability.
- Develop and document technical proposals, create RFP (Request for Proposal) /RFQ (Request for Quotation) responses, and ensure that all specifications meet client requirements and industry standards.
- Conduct in-depth product demonstrations, technical presentations, and POC (proof-of-concept) implementations to highlight embedded system features and capabilities.
- Engage with domestic and international clients to troubleshoot technical queries, provide product insights, and recommend appropriate technical solutions.
- Work closely with engineering and product management teams to validate proposed solutions, ensuring seamless integration, performance, and alignment with client expectations.
- Leverage presales and sales expertise to collaborate with clients, understand their needs, and design customized technical solutions.
- Develop detailed technical proposals based on customer requirements, incorporating system architecture, product capabilities, and integration specifics.
- Exhibit excellent communication and interpersonal skills to effectively interact with customers and cross-functional teams, ensuring alignment and clarity of solutions.

Why Join Us?

- **Work with Cutting-edge Technologies:** Gain hands-on experience in the embedded systems domain.
- **Client Exposure:** Work with clients both locally and internationally across various industries.
- **Growth Opportunities:** Competitive salary, career development, and the chance to work in a dynamic environment.