

## Job Opening – Pre Sales

Total Opening Position 2

**Location: Ahmedabad**

**Company: RAY (Ray Secure Innovations Pvt. Ltd)**

Contact : Sagar Dave – Manager Pre-Sales | Email :- [sagar.dave@ray.life](mailto:sagar.dave@ray.life)

<https://www.ray.life/>



### Employment Type: Full-time

**Position 1: Pre-Sales Consultant:-** 3 Years (Relevant field Networking Consultancy Organization | System Integrator | OEM)

**Position 2: Pre-Sales Engineer :-** Minimum 1 Years (Relevant field Networking Consultancy Organization | System Integrator | OEM)

### Job Summary:

We are seeking a motivated Pre-Sales Network Engineer with 1 to 3 years of experience to join our team. The ideal candidate will work closely with the sales team, providing technical expertise, network solutions, and product demonstrations to potential clients. You will play a crucial role in understanding customer requirements, designing network solutions, and ensuring a seamless transition from Pre-Sales to implementation.

**Key Responsibilities:** Collaborate with sales teams to understand customer requirements and propose suitable networking solutions.

Conduct product demonstrations, technical presentations.

Assist in designing network architecture based on client needs, ensuring scalability and security.

Respond to RFPs/RFQs and prepare technical proposals and documentation.

Work with vendors and partners to recommend appropriate networking products and solutions.

Conduct site surveys and network assessments for potential clients.

Stay updated with the latest networking technologies, trends, and industry best practices.

Support post-sales teams in the smooth implementation of proposed solutions.

Required Skills & Qualifications: Educational Background: Master /bachelor's degree in computer science, IT, Telecommunications, or a related field.

**Technical Expertise:**

Basic to intermediate knowledge of networking concepts (Routing, Switching, VLANs, Firewalls, VPNs).

Understanding of networking protocols (TCP/IP, BGP, OSPF, MPLS, etc.).

Familiarity with networking hardware (Cisco, Juniper, Fortinet, Palo Alto, etc.).

Experience with network security fundamentals.

Strong communication and presentation skills to explain technical concepts to non-technical stakeholders.

- Network Diagram HLD, LLD

- Solution Presentation Document.

- RFP Reading

Technical Specification making.

Preferred Qualifications: Experience in a pre-sales, technical consulting, or customer-facing role.

Understanding of SD-WAN and Software-Defined Networking (SDN).

Relevant certifications (CCNA, JNCIA, NSE , etc.) will be an added advantage