



Internship title: Services Pre-Sales Engineer

Duration: One year

Location: Cairo, Egypt

Nokia is a global leader in the technologies that connect people and things. With state-of-the-art software, hardware and services for any type of network, Nokia is uniquely positioned to help communication service providers, governments, and large enterprises deliver on the promise of 5G, the Cloud and the Internet of Things.

Serving customers in over 100 countries, our research scientists and engineers continue to invent and accelerate new technologies that will increasingly transform the way people and things communicate and connect.

The Services Business Development team is part of the ION IP Routing Business Development, Consulting & Tendering organization within the ION Regional Business Centre (RBC) in Europe & MEA. The mission of the team is to explore and address service-related needs of NOKIA IP Routing's customers by developing and positioning end-to-end services solutions, partner with the sub-regional IP Routing Business Lead and Sales for creating, defending and closing competitive product & services proposals, and to ultimately grow our overall IP Routing business. Services covered hereunder are:

- Professional Services
- Maintenance Services
- Deployment Services

The Services Pre-Sales Engineer role is to support services tendering activities within the Services Business Development team. It means contributing to the services offers content by working closely with the Services Business Development team members.

Key Tasks and Activities

- Understand the IP Services portfolio: services scope, delivery models, cost structure
- Understand the customer needs and translate them into a set services that can address those
- For both proactive and reactive proposals, contribute to services part of the offer preparation process, in close cooperation with the Tendering Lead from the product Business Development team, and/ or the Bid Manager.
- Define and provide the Scopes of Work, Statements of Compliance, cost estimates for all required services
- Seek any required support for offer creation from the Services Product Line Managers, the RBC's commercial support teams and Advanced Tendering teams out of Customer Delivery and the ION Services Business Unit.
- Support the Maintenance Renewal program for all IP Routing customers in the EMEA perimeter.
- Continuously drive for efficiency improvements in offering services to our customers by creating and using standard SoW's, costing and pricing, and re-using previous offers.



Required Qualification and Key Skills

- Fresh graduate, preferred area: Telecommunication engineering, Computer science.
- Energetic, self-motivated person.
- Good knowledge of Microsoft Office tools: Excel, Word, Power Point, Outlook.
- Excellent written and oral communication skills in English and another (local) language.
- Ability to work effectively across cultures, languages, time-zones, in a remote management set-up (distributed organization).
- Ability to build relationships of mutual trust with bid teams.
- Ability to create and update financial models for multi service and multi years offers using services tools.
- Ability to create and update SOW for multi service offers using services SOW templates.
- Ability to work in a pre-sales environment with permanent interrupts and continuous (re)prioritization of assignments, under pressure and in an autonomous way, i.e. without continuous/every-day guidance
- Demonstrates capacity and willingness to learn.

To Apply please send your CV to Mohamed.amin@ieee.org