# **ROLE PROFILE**



Position Title: Specialist – Vertical Industries	Reporting to: Assistant Director Network, Security & Hybrid Cloud						
Business Unit: Business							
Division: Business Solutions	Department: Professional Services						

#### A. ROLE AND CONTEXT

# **Purpose:**

The **Specialist – Vertical Industries** is a key technical sales expert responsible for engaging and influencing contractor-driven enterprise ecosystems, especially in sectors like construction, oil & gas, smart cities, and large-scale infrastructure projects. This role focuses on understanding the decision-making dynamics within contractor-led projects, including consultants, EPCs, and subcontractors.

With deep knowledge of Cisco enterprise infrastructure and working familiarity with Huawei and HPE solutions, the Specialist will drive technical solution positioning and influence across extended contractor networks. The role bridges the gap between technical design and business development, delivering scalable infrastructure solutions aligned with the unique demands of contractor ecosystems.

#### **Functional Context:**

As part of the Professional Services department under Business Solutions, the Specialist operates at the intersection of business and technology. This role bridges technical know-how and sales execution to accelerate digital transformation for Ooredoo's largest enterprise clients. By working closely with Account Managers, Solution Architects, and vendor partners, the Specialist delivers high-impact infrastructure proposals that integrate secure connectivity, data center modernization, hybrid cloud enablement, and end-to-end managed services.

## **B. ROLE ACCOUNTABILITIES**

# **Contractor Ecosystem Engagement**

- Identify and engage with key stakeholders across the contractor chain including consultants, EPCs, system integrators, and third-party service providers.
- Understand the structure, influence map, and procurement models within contractor-led projects to strategically position Ooredoo solutions.
- Support RFIs and RFPs from contractors by tailoring infrastructure solutions that meet project-specific technical and commercial criteria.

# **Enterprise Infrastructure Solutioning**

- Lead technical architecture design sessions with contractors and their clients, focusing on Cisco-based enterprise networking, Dell compute/storage, and Huawei integrations.
- Provide end-to-end infrastructure blueprints that consider contractor deployment models, on-site constraints, scalability, and lifecycle support.
- Recommend optimal hybrid solutions that blend Ooredoo's managed services with contractor-installed systems.

# **Technical Sales and Presales Support**

- Work alongside Business Account Managers to drive infrastructure sales through the contractor and subcontractor ecosystem.
- Deliver compelling technical proposals, presentations, and ROI models that address the needs of both project owners and contractors.
- Act as a trusted advisor during the bid and execution phases to ensure technical alignment and solution stickiness.

## **Market Intelligence and Partner Coordination**

- Maintain a detailed understanding of contractor-led digital transformation initiatives across Qatar's key verticals
- Collaborate with partnerships team to align solution roadmaps and partners go-to-market plans.
- Gather feedback from contractors to inform future offerings and solution enhancements.



#### **C. SCOPE AND INTERACTIONS Primary Interactions (Internal/External)** External **Internal Relationships:** Presales, Technical Architects, **Direct Revenue Responsibility:** Yes Relationships: **Direct Budget Responsibility:** No Contractors (EPCs, Product Management, Direct People Management Responsibility: No Consultants), Project **Business Accounts** Owners, Technology

					Vendors			
D. KEY PERFORMANCE INDICATORS (KPI)								
<ul> <li>Contractor Influence Rate: Percentage of infrastructure deals influenced through contractor ecosystems.</li> <li>Project Specification Rate: Frequency of Ooredoo solutions being specified in contractor-led project tenders.</li> <li>Proposal Conversion Rate: Win ratio of technical proposals submitted via contractor channels.</li> <li>Time-to-Specification: Average duration from initial contractor engagement to solution specification.</li> <li>Vendor Collaboration Effectiveness: Number and quality of co-led initiatives with technology vendors in contractor-driven projects.</li> </ul>								
E. EXPERIENCE, QUALIFICATIONS AND SKILLS								
Minimum Experience	Minimum Experience, Essential Knowledge & Skills Minimum Entry Qualifications							
5+ years in ICT technical sales or presales roles with exposure to contractor environments.  Strong understanding of enterprise infrastructure components: routing, switching, data center, and hybrid cloud.  Experience in navigating large-scale, contractor-led projects, preferably in sectors like oil & gas, construction, or government.  Familiarity with project procurement processes, RFP development, and contractor tender cycles.			Bachelor's degree in computer engineering, Telecommunications, or equivalent technical field.  Preferred Certifications / Other Qualifications  Cisco (CCNP or higher), PMP or exposure to EPC project lifecycles is a plus					
Technical Competencies		Required Level	Behavioral Competencies		Required Level			
Technical Expertise Contractor Relationship Management Leadership and Collaboration Solution Design and Delivery Security and Compliance		Expert Expert Expert Expert Advanced	Problem Solving Analytical Thinking Communication and Presentation Client Relationship Management Collaboration		Advanced Advanced Advanced Advanced Advanced			
Competency Level	Basic	Intermedia	te	Advanced	Expert			
(Reference Range)	Low	·		<b>&gt;</b>	High			

Technical Competencies		Required Level		Behavioral Competencies		Required Level
Technical Expertise		Expert		Problem Solving		Advanced
Contractor Relationship Management		Expert		Analytical Thinking		Advanced
Leadership and Collaboration		Expert		Communication and		Advanced
Solution Design and Delivery		Expert		Presentation		Advanced
Security and Compliance		Adva	nced	Client Relationship Management		Advanced
				Collaboration		
Competency Level (Reference Range)	Basic Int		Intermedia	ite	Advanced	Expert
(Neierence Nange)	Low		>		<b>&gt;</b>	High