

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	
<p>Purpose:</p> <p>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.</p> <p>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.</p>	<p>Functional Context:</p> <p>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.</p>
B. ROLE ACCOUNTABILITIES	
<p>Contractor Ecosystem Engagement</p> <ul style="list-style-type: none"> 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. <p>Enterprise Infrastructure Solutioning</p> <ul style="list-style-type: none"> 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. <p>Technical Sales and Presales Support</p> <ul style="list-style-type: none"> 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. <p>Market Intelligence and Partner Coordination</p> <ul style="list-style-type: none"> 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. 	

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