

Pre-Sales Consultant - Energy & Utilities role with One of the leading IT Firm in Government projects in India, UAE & USA for Ahmedabad Location

Job Posted by Seema Kakra | June 3, 2026

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Pre-Sales Consultant - Energy & Utilities

Experience: 5-8 Years (Minimum 5 years relevant)

Location: India (Travel to client offices & project sites)

Department: Pre-Sales

Qualification

B.E. / B. Tech - Electrical, Electronics, Instrumentation, IT, or Computer Engineering

(MBA preferred but not mandatory)

Role Objective

Drive technical solutioning and proposal preparation for Power & Utility opportunities.

Translate client requirements into clear, compliant, and competitive proposals that support business wins.

Key Responsibilities

Client Requirement Understanding

- Participate in technical discussions with utilities, DISCOMs, and energy departments
- Gather functional and operational requirements

- Support solution walkthroughs, demonstrations, and clarifications

Solution Support

- Assist in defining architecture, hardware sizing, and integration approach
- Prepare diagrams, workflows, and deployment plans
- Align solutions with reliability and operational needs

Proposal & RFP Handling

- Prepare compliance matrices and technical responses
- Draft solution approach, architecture notes, and methodology sections
- Support pre-bid queries and technical presentations
- Coordinate with internal teams and OEM partners for inputs

Internal Collaboration

- Work with Sales for opportunity qualification
- Coordinate with Delivery team for feasibility validation
- Support Product team with market feedback

Domain Exposure (Preferred)

Experience in any of the following:

- AMI / Smart Metering / MDMS
- Substation Monitoring / SCADA
- Command & Control Centers
- GIS / IoT monitoring
- Utility surveillance systems

Required Skills

- Technical writing and documentation
- RFP interpretation
- Presentation skills
- Basic understanding of networking &

system architecture

- Structured and deadline-oriented

working style

For Management 2000 Placements & Recruitments Pvt., Ltd.,

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