

Pre-Sales Consultant -Mining & Logistics 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 - Mining & Logistics

Experience: 5-8 Years (Minimum 5 years in Mining / Industrial Operations / OT Systems)

Location: India (Travel to mines & plant locations)

Department: Pre-Sales

Qualification

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

(Mining background preferred)

Role Objective

Drive technical solutioning and proposal preparation for digital mining and operational automation projects. Translate mine operations, safety, and logistics challenges into structured, compliant, and competitive proposals that support business wins.

Key Responsibilities

Client Requirement Understanding

- Participate in technical discussions with mining companies, plant operations teams, and government mining departments
- Conduct site visits to understand haulage, dispatch, weighbridge, and surveillance workflows

- Gather operational, safety, and compliance requirements
- Support solution walkthroughs, demos, and technical clarifications

Solution Support

- Assist in defining architecture, hardware sizing, and integration design
- Prepare layouts for gates, checkpoints, control rooms, and monitoring centres
- Develop workflows for dispatch monitoring, vehicle tracking, and surveillance
- Align solutions with safety, production continuity, and operational reliability

Proposal & RFP Handling

- Prepare compliance matrices and detailed technical responses
- Draft solution architecture, implementation methodology, and deployment approach
- Handle pre-bid queries and technical presentations
- Coordinate with OEMs (CCTV, networking, RFID, IoT, automation vendors) for inputs

Internal Collaboration

- Work with Sales team for opportunity qualification
- Validate feasibility with Delivery & Field teams
- Provide field feedback to Product team for improvements

Domain Exposure (Preferred)

Experience in any of the following:

- Mineral Dispatch & Logistics Management
- Fleet Tracking / HEMM Monitoring
- Weighbridge Automation / RFID Gate Automation

- CCTV & Command Control Centers
- Production Monitoring / IoT-based Industrial Monitoring
- Safety & Compliance Monitoring Systems

Required Skills

- Strong technical documentation & tender response writing
- Understanding of mining operations workflow
- Ability to read site layouts & infrastructure drawings
- Knowledge of networking, CCTV, sensors, and field devices
- Presentation and coordination skills

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Seema Kakra

Business Consulting Partner

Contact: +91 9998086880/9998051880

Seema.k@careerzodiac.com

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