CYBER DIGITS
Trust but Verify

Reference Number: CD/ADMIN/2026/03

Presales Manager (Full-time) Location: Male, Maldives

Company Description:

Cyber Digits Private Limited is a leading system integration company specializing in IT infrastructure, networking, ELV (Extra Low Voltage) systems, and cybersecurity solutions. We are dedicated to delivering innovative and reliable technology services that empower businesses to thrive in the digital age. Our expert team ensures seamless integration and robust security, helping our clients achieve their goals with confidence.

Role:

The primary purpose of this position will be business development, new account acquisition, achieving sales targets, and developing strong customer relationships with hospitality industry customers.

This role provides pre-sales support via accurate and detailed infrastructure product recommendations, which may include, but are not limited to Data Centre Solutions and Networking Solutions. As our Presales Manager, you'll support our success by developing new businesses and managing sales pipeline for hospitality industry and government in the Maldives.

Required Knowledge, Education & Experience:

- Five (5) or more years of sales experience (customer facing) with the ability to demonstrate existing business relationships in the local market.
- Experience with major hospitality brands and other global leaders would be an added advantage.
- Candidates should have prior experience selling advanced technology solutions from Cisco, Dell EMC, Fortinet, HPE/Aruba, Ruckus/CommScope, and/or other strategic products.
- In-depth knowledge of data center topology, networking architecture, hardware infrastructure, operating systems, and software.

Primary Duties & Responsibilities:

- Outbound Customer Engagement through dials, emails, and social media interaction.
- Performs small to large-scale configuration and solution recommendations based upon customer requirements
- Communicate with distributors, manufacturers, partners, and resellers to collect pricing and product information for preparation of quotations.
- Supports bill of materials, quotations and technical responses to Request of Quotation (RFQs) & Request for Information (RFIs) and Request for Proposals (RFPs)

Salary and Benefits

- Total Salary: MVR 15,000 – 20,000
- Basic Salary Paid in USD
- Company provided Staff Insurance

Contact: Email: admin@cyberdigits.io