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Intern – Datacenter Pre-Sales

We are looking for an enthusiastic and proactive datacenter Pre-Sales Intern to join our Pre-Sales team. The intern will assist in preparing solution proposals, creating technical documentation, and supporting the sales process with technical inputs. This role offers an excellent opportunity to gain hands-on exposure to enterprise datacenter solutions, customer engagement, and proposal development in a professional pre-sales environment.

Key Responsibilities:

- Assist in the preparation of technical proposals, Bill of Materials (BOMs), and solution documentation.
- Support the pre-sales team in gathering customer requirements and mapping them to suitable solutions.
- Participate in solution design discussions, under the guidance of senior engineers.
- Prepare and maintain presentation materials, diagrams, and network designs for customer meetings.
- Conduct basic product research and competitive analysis to support solution positioning.
- Assist in preparing responses to RFPs/RFQs, ensuring compliance with customer requirements.
- Coordinate with internal teams and vendors to obtain technical and commercial information.

Qualifications:

- B.Sc. Graduate or Undergraduate in Telecommunication, Computer Science, Cyber Security, or related field.
- Basic understanding of Virtualisation, Storage and cloud concepts; VMware knowledge is an advantage.
- Interest in learning about solution design, proposal development, and sales processes.
- Strong skills in MS Office (Word, Excel, PowerPoint); familiarity with Visio or diagramming tools is a plus.
- Good communication, presentation, and interpersonal skills.
- Detail-oriented, organized, and eager to learn in a fast-paced environment.

KPIs:

- Gain expertise in at least two datacenter technology areas during the internship period.
- Create solutions that align with customer requirements and industry best practices.
- Prepare accurate and complete BOMs for proposed solutions.
- Deliver clear and professional presentation decks, diagrams, and technical documents to support proposals.
- Contribute to customer requirement gathering and translate them into actionable solution designs.

At NCINGA, you'll get hands-on exposure to enterprise datacenter solutions while supporting real-world sales opportunities. As a Datacenter Pre-Sales Intern, you'll assist in crafting proposals, preparing technical documentation, and mapping customer needs to innovative solutions. You'll be learning from senior engineers in a collaborative environment. From BOMs to solution

needs to innovative solutions—all while learning from senior engineers in a collaborative environment. From BOMs to solution designs, you'll gain practical skills that bridge technology and business impact.

Apply now and kickstart your journey into the world of datacenter innovation with NCINGA!

Job Type: Internship/ Full Time
Job Location: Colombo, Sri Lanka

Careers & People

To apply send your CV to careers@ncinga.net

Name:

Position:

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Email Address:

Contact Number:

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