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# Example of Advisory Systems Engineer Job Description

Our growing company is hiring for an advisory systems engineer. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for advisory systems engineer

* Liaise with Sales Leaders – Drive Campaigns and engagements to meet Sales goals
* Technical Expert – Be the Unstructured Data expert for your partners and the teams you support
* Identify appropriate architecture, applications, tools, and solutions for targeted customer accounts
* Prepare technical demonstrations, proof of concepts, and value presentations based on client needs
* Conduct discovery meetings to collect, analyze, clarify and document business technical requirements during the sales cycle to support the sales team and to contribute to the detailed solution proposal
* Working with the sales team on technical activities to maximize revenue opportunities and ensure the highest level of customer satisfaction
* Co-operating with sales in developing customer account strategies, assessment of customer needs and critical sales issues to ensure customer satisfaction
* Identifying appropriate architecture, applications, tools and solutions for targeted accounts
* Preparing technical demonstrations, proof of concepts and presentations based on client needs
* Conducting discovery meetings to collect, analyze, clarify and document business requirements during the sales cycle to support the implementation team and produce a detailed solution proposal

## Qualifications for advisory systems engineer

* Experience with Federal Sales or Federal Account Management- highly preferred
* Isilon Systems solutions and/or knowledge a huge plus
* Security Clearance-huge plus
* Excellent communication skills, (Swiss) German, English a must
* Proven trackrecord working with Service Providers helping them creating new offerings part of their service catalogue
* Minimum 7-10 years of related sales and technical experience