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# Example of Presales Technical Consultant Job Description

Our innovative and growing company is searching for experienced candidates for the position of presales technical consultant. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for presales technical consultant

* Have the highest possible knowledge level of HP imaging and printing products, solutions and services Industry standard solutions
* Scoping, sizing and the development of a solution Bill of Materials
* Ensure solutions are ‘provisionable’, ‘billable’, and ‘supportable’ and manage the process
* Propose the technical solution and oversee the selection of technologies and products and estimate resources required to develop the proposed solution to meet customer's requirements
* Highlight the positive impact of Enterprise Security solutions to help them achieve customer’s business goals
* Make customer calls, present solutions and providing competitive analysis of products
* Engage and providing security advice to customers and shape requirements of bids proactively
* Support sales teams in bidding process (including requests for information/proposals/quotes and tenders)
* Collaborate and support the Security Architect team to determine and review integrated and optimum ICT solutions to address customer needs
* Channel voice-of-customer feedback to provide market-driven inputs to product and engineering roadmaps for Enterprise Security

## Qualifications for presales technical consultant

* Experience working with Configuration Management tools such as Puppet, Chef, Ansible
* Knowledge of Cloud Management tools such as enStratius, Scalr, ComodIT, Rightscale
* Knowledge of PaaS platforms such as Engine Yard, Cloud Foundry, Openshift, Appscale, Stackato, dotCloud
* Knowledge of Hadoop platforms such as Cloudera, Hortonworks, and MapR and NoSQL platforms such as MongoDB, Cassandra, Neo4j, Riak
* Knowledge of typical application environments and workloads and their use/demand on IT infrastructure
* Programming/Scripting skills in Java, Python, Ruby