

Example of Advisory Systems Engineer Job Description

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

Responsibilities for advisory systems engineer

- Has solid IT technology foundation, covering technology areas such as Database and BI/DW, Virtualization, Networking, Security, Middleware, Architectures
- Is Accountable for self-organization, deal by deal and Quarterly/Annual performance vs
- EMEA governance
- Will work with Sales Team(s) to develop and implement specific account penetration strategies, produce account specific product and service and sales plans
- Be expected to successfully builds relationships with relevant account teams, partners and customers in support of sales team objectives and engages and leverages corporate resources, abilities, budgets and personnel as appropriate
- Develops relationships with the extended account team, partners, and customers in support of sales objectives
- Uses knowledge of competitive solutions to effectively address customer objections to RSA solutions
- Knowledge of software applications, operating systems, networks, and web applications
- Collaborate, create, maintain and communicate account technology plans to the virtual team on a quarterly interval
- Implements systems and technical infrastructure architecture for multiple

Qualifications for advisory systems engineer

- Possesses hands on experience in appropriate technology fields, for example systems management, programming, virtualization
- Eight years minimum experience supporting the sale of enterprise storage, networking, or systems solutions to large enterprise accounts and data centers
- Competitive understanding of the different storage vendors offerings from HDS, IBM, Oracle, NetApp
- 5+ years of experience with deep understanding in databases and analytics, including RDBMSs (e.g., MPP Databases, Greenplum, Oracle, SQL), Hadoop, In-memory analytics, Business intelligence and Data Warehousing, NoSQL, and analytics
- Strong business acumen, technical generalist knowledge, competitive products and industry trends
- Five years minimum experience supporting the sale of enterprise storage, networking, or systems solutions to large enterprise accounts and data centers and ten years minimum IT industry experience