

Example of Pre-Sales Systems Engineer Job Description

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Our company is hiring for a pre-sales systems engineer. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for pre-sales systems engineer

- Communicate information internally on trends, product feedback, customer success
- Assists others within the Region on developing technical sales plans
- Regularly contributes to the knowledge base of the SE organization
- Lead discovery activities to understand customer or partner business requirements and translate them into technical requirements
- Coordinate and deliver demos, trials, proofs-of-concepts and post-sales diagnostic support to customers
- Build and maintain relationships with assigned account team members
- Provide skilled knowledge of Virtustream services, solutions, and products to the Presales Field
- Perform technical configuration requests using Virtustream configuration tools
- May Provide mentoring and coaching for new SE Analyst resources
- Extensive domestic travel within the territory is required, International travel may be required as necessary

Qualifications for pre-sales systems engineer

- Good influencing & project management skills with customer focus and adaptability

- Devops/Microservices
- Cloud operations
- Has proven technology partner facing skills at both the C-level and line management level