Our growing company is searching for experienced candidates for the position of 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

- Establish and maintain strong relationships with the Engineers of Veeam's strategic Alliance Partners
- Ability to work independently and within a team with limited direction in a fast-paced environment
- Align with GSI Sales, and lead pre-sales / systems engineering initiatives
- Lead a team of inside/field SEs
- Review / develop sizing standards for various workloads along with SEs
- Ensure timely response to solution requests
- Develop relationship across architects / leadership levels across Sis
- Develop GTM , pre-packaged offerings along with SIs
- Laise with product management / engineering team to enhance features/ influence roadmap based on inputs from Customer/SI asks
- Develop and run partner enablement boot camps

Qualifications for pre-sales systems engineer

- Actively participate as a specialist on assigned Virtual Team and provides consultative support in your area of specialization to other Systems Engineers
- 3+ years of experience as pre-sales systems engineer or post sales engineer with passion for pre-sales
- CCNP & CCDP Certification required, CCIE is highly desirable and preferred

- In-depth knowledge and consulting experience in a number of areas of specialization, including Enterprise Networking, Data Center, Collaboration and Security
- Self-initiated creating sales opportunities