



Example of Pre-Sales Systems Engineer Job Description

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Our company is searching for experienced candidates for the position of pre-sales systems engineer. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for pre-sales systems engineer

- Design solutions to meet customer business/technical objectives
- Work with internal and external delivery teams to map, design, and produce system integrations, including custom scripting as required
- Provide feedback to Product Management based on sales organization and customer generated feedback
- Design, develop, and maintain a dynamic lab environment that can be rapidly configured to suit specific hardware or software solutions
- Develop and maintain customer relationships at all levels, with emphasis on architects & key IT stakeholders
- Develop solutions encompassing multiple technologies – Networking, Data Center, Cloud/SDN and Automation across various industry verticals (Banking/Global Finance, Manufacturing, Web Services, Healthcare, etc)
- Development of proposals, technical presentations and Bill-of-Materials (BOM)
- Estimation of professional services (PS) requirements into a Statement of Work (SOW)
- Once an opportunity is identified, the SE is a critical member in developing the opportunity and moving it towards closure
- As a group, SEs communicate and collaborate with their peers and colleagues on trends, product feedback, customer success

Qualifications for pre-sales systems engineer

- Ability to work effectively and add value as a team member assume a leadership role for the team when appropriate
- Ability to consult with clients to understand their requirements and independently advise relevant technical solutions
- Serves as escalation point and technical subject matter expert to team members and customers for assigned area of responsibility
- Providing support at vendor-sponsored events, trade shows, and user group meetings
- Build customer loyalty through being a trusted advisor
- Excellent Danish and English Language skills