Our innovative and growing company is searching for experienced candidates for the position of pre-sales systems engineer. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for pre-sales systems engineer

- Build and use strong OEM and partner relationships
- You will have direct channel engineering responsibilities for Collaboration Technologies and Solutions
- Provide technology direction mentorship and sales engineering support to Business Development Manager's and partners
- Keep up-to-date on relevant solutions, products and services
- You will work collaboratively co-develop Business plans with aligned PDMs, providing direction and ownership to the technical business needs and strategies
- You will actively participate as an Enterprise/Collaboration Specialist on assigned technology teams and provides consultative support in your area of specialization to other Systems Engineers
- Help build our partners refine their go-to-market strategy and technical portfolio
- Handle post-sales issue and resolve issues, by coordinating and working with all internal and external partners
- Understand the SP internal commercial programs and how they relate to the desired business outcomes
- Have direct channel engineering responsibilities for one of the Technologies and Solutions mentioned above

- Should have strong pre-sales and cost analysis acumen
- Should be willing to learn and conduct POCs/Demos on new technologies, as situation demands
- Should be able to run demonstrations and webinars over the web to global Audience
- Should be a fast learner
- Exposure to the way Global Sis function / Existing relationships
- Ability to deal with a spectrum of roles in Sis (Architects to VPs)