

Example of Pre-Sales Systems Engineer Job Description

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Our company is growing rapidly and 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

- Work collaboratively as a team to develop strategic account plan objectives for each of the named small and medium sized businesses to ensure account satisfaction and growth
- Prospect, cold-call, up-sell and cross-sell to guarantee JMP licenses are sold and to expand usage levels
- Organize consistent contact with each account by interfacing with IT staff who deploy JMP products, monitoring tech support call volume and set up webex training for new users
- Provide timely follow up and communications to customers, prospects and JMP team
- Collaborate with Customer Care to facilitate Discovery participation increase participation in online Community and News Wire subscriptions
- Continually develop "Champions" within each account
- Work with SE's to put together pre-sales design guidelines and recommendations to customers
- Formulate POC docs to showcase all unique feature and benefits
- Perform hands-on lab tests to validate customer proof-of-concept setups
- Manage the implementation of large projects/customers closed by the sales team

- Must be passionate about technology and business
- Though it's a team manager role, it would demand the person to play IC roles as well
- Lead the team by setting oneself as an example
- Proven experience selling, conducting Proof of Concept (POC) architecture data management solutions (backup and recovery, data migration, replication, compliance, SRM)
- Enterprise application exposure or knowledge of (SAP, Oracle, Exchange, db2, SharePoint)
- Experience supporting technical sales of enterprise network solutions would be a plus