



Example of Presales Engineer Job Description

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Our innovative and growing company is searching for experienced candidates for the position of presales engineer. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for presales engineer

- Required to scope and potentially deliver technical education for customers and partners
- Maintain/Achieve relevant industry certifications such as CISSP, CCNA, CCNP
- To accompany sales executives and security sales specialists on visits to customers
- To operate on a multi-product and multiple customer basis
- To perform analysis, feasibility and strategic fit of high level projects evolution plans, new network & technology propositions and complex distributed systems, for specific networks/technologies/systems, to deliver revenue or cost reduction targets
- Completing RFI/RFP
- Develop prototypical solution (extensions, integrations,) to key customer issues
- Visit customers and prospects with sales managers for detailed presentations, give technical demo's with commercial flavor of software products and smart metering solutions, during sales and RFX's process, in earlier stages to help position Elster's software product portfolio and influence RFI/RFP specifications
- Identify process improvement opportunities to streamline work or yield more value in output
- Work with Finance to manage data for reporting and decision making

Qualifications for presales engineer

- Extensive exposure to the business and technical requirements of Cloud or Service Providers
- 5+ years in working with Cloud or Hosting environments, either in a vendor role or in a large Cloud or Service Provider environment
- Experience with self-service portals, orchestration systems (purpose built or off the shelf), billing systems and authentication methodologies in a Cloud or Service Provider environment
- Superb project planning and time management skills required
- Strong 3-5 years' experience in IP Networking or Physical Security and video solutions