



Example of Presales Engineer Job Description

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Our innovative and growing company is looking to fill the role of presales 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 presales engineer

- Provide presales and post-sales support (Which may include installation assistance and limited on site training) to the Company's customers throughout EMEA
 - Deliver compelling product demonstrations and presentations
 - Answer technical questions, overcome objections and help sales position against competitive solutions
 - Drive account relationships over time to continue to deliver advice to the customer and identify additional opportunities
 - Essential functions and responsibilities include the following
 - Provides technical expertise in analyzing client's requirements, recommending solutions, and assisting sales and other engineers with development of proposals, quotations, and presentations
 - Monitors and manages day-to-day operations of a program, project or function, including developing short and long-range goals, objectives and budgets, coordinating activities with other departments and agencies, overseeing records maintenance, monitoring budgets, approving, and monitoring expenditures, overseeing reporting requirements, evaluating program or project service delivery and cost effectiveness
 - Provide presales technical support for all IBM solutions
 - At as SHI's primary contact for SHI sales groups specific for IBM solutions
 - Assist with product positioning and qualification
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- Positive attitude, proactive, energetic and persistent approach
- Tertiary qualification – recommended diploma/degree
- Relevant technical certifications will be advantageous (routing & switching, Optimisation, Wireless/Mobility)
- Working field engineering knowledge of Routing and Switching environments
- Ongoing review and obtain knowledge and skills within technology and business spheres
- Previous presales exposure would be preferred