



Example of Presales Engineer Job Description

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Our company is looking for a presales engineer. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for presales engineer

- Provide trainings to the solution team and SHI sales force
- Analyze the needs of the Sales teams, , the IBM team and create supporting documentation or tools to better equip and help identify up-sell and cross-sell opportunities
- Drive SHI Professional Services sales growth
- Provide IBM solution demos and POCs
- Team with Senior Security Architects to support IBM identified opportunities
- Maintain IBM lab equipment for Demos and Training
- Acquire and maintain relevant industry certification
- Perform post-sales support as needed
- Demonstrating product capabilities, limitations and implementation
- Writing trial plans for prospective clients

Qualifications for presales engineer

- People's person, able to do networking at high levels in organizations
- Preferable experience across multiple organisations and multiple verticals
- Excellent MS Word, MS SharePoint, MS PowerPoint MS Excel skills
- Ability to interface comfortably with customers (face to face and telephonically), sales, project and technical role players
- Ability to extract customer requirements in order to deliver a competitive solution or provide details to solution architects
- Presentation ability to small audiences