Our company is growing rapidly and is hiring for a presales engineer. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for presales engineer

- Global travel to customer sites to perform demos & Proof Of Concept activities and deliver training to our field Sales Engineers
- Ability to discuss a wide variety of endpoint technology, including desktop/laptop, handhelds, tablets
- Develop and nurture relationships with key influencers and decision makers from the technical presales, solutions delivery, and project and program management teams within OEM delivery practices
- Communicate with the Sales team and clients to understand the requirements of each sales case
- Closely cooperate with PreSales team members to prepare presentations and demos
- Maintenance of technical aspects of demo environments, including connectivity to market data sources and relevant third parties
- Maintenance of business aspects of demo environment, including Middle and Back Office operations
- Communicate and demonstrate the Vertica story, vision, and technology to prospects and customers
- Work hands-on with prospects and customers to show value throughout the sales cycle, from demo to proof of concept to solution architecture to customer success
- Continuously learn quickly evolving technologies such as Hadoop, Spark, Cloud (AWS, Azure, GCP), Machine Learning

Qualifications for presales engineer

- Proactive, information-seeking nature
- Undergraduate in Computer Science, Information Systems or related degree
- Self-starter – ability to figure out things and learn on their own
- Team Player – working sales deals requires a collaborative effort
- Enjoys a challenge – finding the right customer solution can be challenging