Our Client

Our client revolutionizes storage, data protection and collaboration for service providers, large enterprise customers and VARs. Its hybrid architecture combines secure cloud storage services with on-premises appliance and managed agents.

He bridges the gap between cloud storage and local storage, providing optimized performance and end-to-end security.

Our client uses a 100% indirect sales model, with a network of value-added distributors across North America, Europe and Asia-Pacific.

The sales region Germany. Austria, Switzerland (D,A,CH) is managed by a Regional Sales Director.

To support her and to strengthen the business Our client is looking for a (Pre) Sales Engineer, based either in Munich, in Frankfurt or Stuttgart.

(Pre) Sales Engineer (m/f)
Cloud Storage

The Tasks

- Interact with partners – train partners and work on joint opportunities

- Support the local sales team in sales situations where technical help is needed

- Provide technical support throughout the sales cycle (qualify the opportunity, sell the solution on its technical merits, write POCs, respond to RFIs/RFPs, support complex implementations for large customers once the deal is closed aso.)

- Transfer knowledge to both customers and partners (product demos, hands on training)

- Work closely with service providers on deployments of client's solutions – conduct needs assessment and work with them to use the client's solution as part of their commercial objectives in the market place

- Collect customer requests and passing them on to the product management team

- In addition to the pre-sale tasks listed above, the position involves also assisting in complex customer implementations

- Also the SE will be responsible to provide Tier-2 to 3 technical support and engineering consultation to service providers and large enterprise customers

- Your working style is both strategic and operational

Your skills and experience

- Education: Studies (Uni, FH, BA) Engineering (SE or similar)

- Experience: 3-5 years' experience as an SE in storage or a related industry to / with service providers and large enterprise customers

- IT-Knowledge:MS Office (Word, Excel, P.P.), Storage Experience (Hitachi, EMC, IBM, NetApp a.s.o.)

- Working knowledge of TCP/IP, DNS, SMTP, Unix operating systems (Linux, Solaris), 2-4 years Vmware experience / certification

- Language(s): English (perfectly written and spoken), additional languages a plus

- Personality: Own initiative, assertiveness combined with diplomatic feeling

- Open, flexible, reliable, strong in organisation him/herself

- Comitted, goal orientated, structured

- Strong presentation skils, technical anylysis skills

- Willingness to travel extense (min. 50%)

The offer

An interesting job in a challenging and innovative environment

To apply please send CV and cover letter to jobs@webrecruit.de

Mr. Mauer will answer your questions upfront; confidentiality is guaranteed.

We are looking to hearing from you.

WEBrecruit Executive Search | Hans-Sachs-Str. 24 | D-82008 Ottobrunn / München

T: +49 89 600 86 166 | M: +49 179 123 91 33 | www.webrecruit.de