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Job Description

We are seeking a Systems presales Engineer to join our team. He will be responsible for supporting the sales process by providing technical knowledge, designing solutions and consulting on technical aspects of opportunities to ensure smooth integration and end-to-end solution positioning for customers. The role will involve collaborating closely with Sales team, Vendors and customers.

Responsibilities

- Provide full technical experience and support to sales and account teams starting with discovery till closure of opportunities.
- Design and present high-level technical solutions for customers and help translate technical challenges to business value solutions.
- Work closely with sales team help them to close deals by providing best solutions. Should be able to understand the customer use case and problem statement.
- Must have proven experience in designing, sizing on-prem server, storage, data backup and HCI solution as per customer requirement.
- Must have knowledge on using Vendors sizing tools like HPE OCA, Dell EMC configurator, Pure Storage sizer, Nutanix Sizer, Cisco CCW, etc.
- Strong relation with major Vendors like HPE, Cisco, Dell EMC, Lenovo, NetApp, Nutanix, VMware, Citrix, Rubrik, Veeam, Veritas, Commvault, etc.
- Coordinate with all parties Internal, Distributors, Vendors and Customers.

Qualifications

- bachelor's degree in computer science or engineering with 5+ years' experience in a similar role.

- Experience in designing and sizing complex on-prem server and storage solutions like HPE, IBM, Dell EMC, NetApp, Cisco UCS, Cisco HyperFlex, Pure Storage, Rubrik, etc.
- Hands-on experience with various OS (Microsoft Windows, Linux), virtualization platforms (VMware ESXi, Microsoft Hyper-V, KVM, HCI platform and containers).
- Good knowledge and Working experience of backup and archival solution like Rubrik, Veritas, EMC NetWorker, EMC Data Domain, Veeam, Commvault, Acronis, etc.
- Good knowledge in virtualization, cloud technology and Oracle DB, MySQL, MS SQL.