

Overview:

This role sits within a well-established IT distribution company,. The Pre-Sales Engineer acts as a technical advisor to customers and internal teams, designing solutions across private, public and hybrid cloud environments and supporting the brand's revenue and profit targets. Reporting through to the Brand Manager.

Responsibilities:

- Represent the brand at customer engagements and conferences
- Drive customer enablement around the brand's portfolio
- Coach fellow pre-sales engineers and sales colleagues on the brand's portfolio
- Demonstrate the brand's products and solutions through presentations, whiteboarding, demos and proof-of-concepts
- Collaborate on business cases for senior stakeholders, including C-level executives
- Build trusted-advisor relationships with colleagues and customers
- Participate in tender evaluations, solution recommendations and pricing
- Support achievement of the brand's revenue and profit targets
- Build an internal and external network to support sales success
- Achieve and maintain relevant industry certifications

Requirements:

- Successful track record in technical pre-sales of enterprise infrastructure and software
- Strong understanding of enterprise storage, servers, backup, networking, virtualisation and cloud infrastructures
- 3+ years' experience designing infrastructure solutions
- Proven ability to influence stakeholders at all levels, including senior leadership
- Matric with Mathematics
- Excellent communication and relationship-building skills
- Above-average computer literacy in MS Excel, Outlook and PowerPoint
- Valid driver's licence and own vehicle, with willingness to travel
- A relevant tertiary qualification is advantageous
- Brand-specific certifications in Storage Pre- and Post-Sales are advantageous