

PRE-SALES ENGINEER : SUPER MICRO

Overview:

Our client is a leading ICT distribution business looking for an experienced Pre-Sales Engineer to support a key enterprise infrastructure portfolio. This is a technical, customer-facing role focused on understanding complex customer requirements, designing enterprise solutions and supporting opportunities from initial discovery through to quotation and fulfilment. You'll work across technologies including compute, storage, networking, virtualisation, backup, hyper-converged infrastructure and cloud, while acting as a trusted technical advisor to customers, partners and internal sales teams.

Responsibilities

- Gather customer requirements and translate them into technical solutions.
- Design enterprise infrastructure solutions and configurations.
- Build Bills of Materials and prepare accurate solution quotations.
- Support opportunities from technical discovery through to order fulfilment.
- Deliver presentations, demonstrations, whiteboarding sessions and proof-of-concepts.
- Provide technical training and enablement to sales teams, partners and customers.
- Work with vendors and partners to create integrated technology solutions.
- Support tender evaluation, technical validation and solution pricing.
- Maintain strong product, roadmap and industry knowledge.
- Maintain relevant vendor certifications and support revenue and profitability targets.

Requirements

- Proven technical pre-sales experience within enterprise infrastructure.
- 5+ years' infrastructure solution design experience.
- Strong server, storage, networking, backup and virtualisation knowledge.
- Experience across converged, hyper-converged and cloud infrastructure.
- Experience developing Bills of Materials, configurations and quotations.
- Appropriate technical accreditation or certification.
- Strong Super Micro product knowledge would be advantageous.
- Matric with Mathematics is essential.
- Strong presentation, communication and stakeholder-management skills.
- Valid driver's licence, own vehicle and willingness to travel.