

Pre-Sales Engineer H/F

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Company: Atempo

Location: United Kingdom

Category: other-general

As the European leader in data protection, Atempo protects the data ecosystems of companies of all sizes, from SMEs to multinationals. Atempo currently employs people in France (Massy, Vannes, Lyon, Toulouse, La Ciotat) and abroad.

As a **Pre-Sales Engineer M/F** on Atempo software products, you will use your expertise to meet customer requirements by providing and deploying technical solutions on-site or remotely.

Missions

Gifted with real interpersonal skills and strong oral and written communication skills, the professionalism of your presentations contributes proactively to the sales process. You are able to :

Train and support the partner ecosystem

Qualify sales opportunities in the terms of customer technical requirements, competition, decision making process and funding

Develop relationships with the partners and customers in support of sales team objectives and leverages corporate resources, abilities and personnel as appropriate

Perform product demonstrations and execute benchmarks to show product features, capabilities, efficiency, scalability and performances, and ease of use

Understand competitor's strengths and weaknesses and develop counter strategies

Support the end-user during product evaluation with a focus on the analysis of the challenges to overcome, design infrastructure implementation path, and provide suggestions on

optimal ways to use Atempo products

Communicate strategies to appropriate field and HQ personnel to deliver required support and coordination to end-users/partners

Document and communicate internally competitive intelligence and new market requirements

Profil

A minimum of 5 years relevant industry experience as Pre-Sales/Consultant in the storage or backup market

Required skills

Strong knowledge of the current storage, backup and archiving market

Data Protection track record including backup, archiving methods and policies experience

Skilled on Linux/Windows, Network, Virtualization, NAS, Microsoft products, Databases, ...

Bilingual in English, a good level of French would be a plus

Required qualities

Cross functional skills

Results driven

Leadership skills

Customer focused

Time management skills

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