



Cisco Presales Engineer

Job description: Partner with our Account Executives in a Presales technical role, showcasing Cisco products, explaining features and benefits to customers and designing solutions to meet specific customer needs. The presales engineer will be part of the INGRAM Cisco Sales Team and will report to the Cisco Business Unit manager.

Job location: Bucharest

Travel: Position may require travel up to 30%

Key responsibilities:

- Gain access to the broad palette of Network technologies and applications in a variety of vertical markets. In addition to technological aptitude, and the ability to learn quickly and stay current, the ideal candidate's interpersonal and presentation skills evoke passion and confidence.
- Keep up-to-date on relevant competitive solutions, products and services.
- Provide technical and pre-sales support
- Perform technical presentations for customers, and prospects.
- Provide quotes for Account Representatives.
- Working closely with Account Executives and provide support on sales process.
- Knowing Cisco products and promotions in order to provide the best price/performance solution design.
- Setup product demonstrations for customers
- Participate regularly in Cisco Technical Sessions & trainings, take and maintain certifications required for company accreditation

Requirements :

- Bachelor's degree or equivalent combo of experience and education.
- Must have 3+ years, PreSales or Network Engineering related experience.
- CCNP or CCDA certification required
- Must have knowledge in more than one of following specializations : Routing &Switching, Security, Wireless,Collaboration
- Needs to have competitive knowledge including solution, technology and product offerings.
- Understanding and conversant about company, competitors, technologies, solutions, product strengths,

weaknesses, opportunities and threats.

- Able to clarify and assimilate information from different sources into a unified communication.
- Excellent written and verbal communication, listening, presentation skills.
- Ability to work effectively independently, add value as a team member.
- Demonstrated technical knowledge and consultative skills.
- Possess a strong work ethic and team player mentality.
- Excellent language skills in English

Are you interested in this job? Apply at: jobs@academiacredis.ro