



JD – “Technical Pre-Sales – Datacenter Practice”

To consult, demonstrate and implement various Solutions & Services in IT Data Center & Cloud portfolio. SBA is focused sizing, proposing & deploying industry leading OEMs like IBM, Commvault, Hitachi, Netapp, Nutanix, Cisco & HPE.

Should possess sound technical knowledge in various Data Center architecture design, infrastructure, Cloud enablement, management & migration both under Windows & Linux environment is essential. Good hands on experience to Virtualization, HCI, Backup software solutions including data protection, encryption and monitoring security will be added advantage.

- ❖ Should possess and continuously, proactively improve the technical pre-sales, presentation skills in consulting & supporting the sales team in selling Servers, Storage, HCI, Backup Network solutions & services in SI organization.
- ❖ Work together with sales, Key Account Managers and OEM partners to design, size & articulate the right solution that help customer organization.
- ❖ Identify the appropriate solution and deliver product & design that is tailored to meet the customer needs.
- ❖ Effectively communicate Value Proposition & ROI to customers on the SBA's Solutions & Services offerings.
- ❖ Should be able to successfully demonstrate proof of concept (POC) in the required time frame that can meet the Customers Business Objective.
- ❖ Minimum of 5-10 years as Presales Industry Experience is a must to help in preparing the suitable Solution/SOW document within the predefined time frame as required by the customer/sales leader, that will address the customer needs and should be able to present the same to key stake holders, decision makers at the customer end.
- ❖ Prepare responses to RFPs and RFIs through consultative approach so as to make the customer feel to buy our solution.

- ❖ Should continuously focus on improving expertise in building enterprise presales on these products, technology knowledge is a must.
- ❖ Technical, sales certifications & DR processes across our focused OEMs an added advantage.
- ❖ Should possess excellent communication & presentation skills both in verbal & written English.
- ❖ Excellent rapport with these Key OEMs, Customer connects in the industry will definitely add value.