

What we want: Pre-Sales Solutions Architect to join the #BEarenaArmy!

You'll own the Pre-Sales function, from gathering customer requirements, scoping high-level technical solution design, creating compelling statements of work (SOW), responding to RFP/RFQ/RFI and building brilliant proposals. The whiteboard will be the ultimate weapon in your vast armoury. You will be equally comfortable articulating business and technical value whilst demonstrating exceptional commercial awareness.

What you have!

Awesome:

- 3 Years technical Pre-Sales experience, ideally with experience in a reseller, systems integrator or vendor
- Enjoy creating commercially aware high-level detailed technical solution designs, compelling statements of work (SOW), responding to RFP/RFQ/RFI and building brilliant proposals
- Be able to design complex, highly available virtualized infrastructures (VMware / Hyper-V, and Hyper-converged infrastructure (HCI)
- Knowledge and understanding of Storage Area Networks (SAN)
- Enough L2/L3 networking knowledge to be dangerous
- Well-developed report writing, presentation skills, excellent organizational and prioritization skills.
- Excellent customer service orientation with the ability to communicate effectively with a wide range of clients.
- A current driver's license.
- A natural sense of ownership for your objectives and your plans
- Extensive industry certifications and a desire to become a design master

Extra awesome:

- VDI experience (VMware Horizon, Citrix XenApp / XenDesktop)
- Nutanix experience
- Know a thing or two about Backup and DR
- Network virtualisation skills (VMware NSX)
- DevOps skills (Docker, Puppet, Kubernetes, Mesos)
- Public Cloud, specifically Microsoft Azure
- Experience working for a technology reseller or vendor

Do you consider yourself the best at what you do, a real team player? Are you interested to understand more? Send your resume and cover letter to iwouldratherbe@bearena.com.au with the job title in the subject line.