

# PRESALES ENGINEER: CYBER SECURITY

<b>THE OPPORTUNITY</b>	
<b>Key Skills</b>	<ul style="list-style-type: none"> <li>• Effectively communicate the value proposition of the Cyber Security products both from a customer's strategic position as well as from a customer's tactical position</li> <li>• Propose and implement a Proof of Concept (POC) in order to demonstrate the product / technologies relevant value within the customer's environment</li> <li>• Conduct both formal and informal training/knowledge transfer to the channel or customer</li> <li>• Achieve and maintain vendor's required technical accreditation</li> <li>• Provide support and presales input for the Cyber Security product range</li> <li>• Provides ongoing guidance and education on the optimum use of our solutions</li> <li>• Direct interface with our vendors</li> <li>• Travel to regions and Africa as required from time to time</li> </ul>
<b>Experience</b>	<p style="text-align: center;"><u><b>"Essential"</b></u></p> <ul style="list-style-type: none"> <li>• Networking (Subnetting, routing, NATing, etc)</li> <li>• VPNs (IPsec VPN, SSL, Dialup VPNs)</li> <li>• The ability to handle pressure</li> <li>• Presentation creation and presenting</li> <li>• Solution design and placement. Also finding a gap in the customers environment to place Networks Unlimited products</li> <li>• Troubleshooting, as well as reading through debug outputs to get the relevant information</li> <li>• Proof of concept – From determine customers' requirements to fulfilling the customers success criteria.</li> </ul> <p style="text-align: center;"><u><b>"Advantageous"</b></u></p> <ul style="list-style-type: none"> <li>• Firewall engineer and network engineer</li> <li>• Technical trainer</li> </ul>
<b>Education</b>	<ul style="list-style-type: none"> <li>• NSE4, 5/6 or 7</li> <li>• Train the trainer</li> <li>• Degree / Diploma relevant to your work experience</li> <li>• Grade 12/Matric Certificate</li> <li>• MS Office</li> </ul>