

PRESALES ENGINEER

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

Interested candidates to send their CVs to careers@nu.co.za, clearly stating the reference (NU_Presales_CY-2021) on the subject line.