Lodestar Recruitment

Guiding the way to a brighter future

<u>Pre-Sales Engineer (fluent German), Bournemouth, UK, Salary £40,000-£50,000 + commission (OTE £65,000).</u>

Due to continued success a new opportunity has arisen for a German speaking Pre-Sales Engineer to join a market leading company who provide sales and marketing services to some of the biggest and most successful IT companies across the globe.

As the successful Pre-Sales Engineer you will provide direct support to a team of Inside Sales Reps, work directly with prospects, customers and partners, manage all technical aspects of pre-sales activities through successful deployments and act as the main technical and product adviser to the chosen client.

You see multitasking as one of your many abilities, being able to provide support to multiple account managers and customers who need your help. Providing quick support and using your expert knowledge you will be able to promptly respond to any enquiries thrown at you.

Installing and configuring server based software that utilises relational databases, application web services, advanced networking and routing technologies will be a walk in the park for you.

You are a quick learner and possess a natural ability to think on your feet in pressurised sales environments. As a wireless mobility industry subject expert, providing sound technical products solutions will be one of your fortes.

Duties of the successful Pre-Sales Engineer will include:

- Conducting technical product presentations/custom demos over the web
- Designing and architecting runtime production solutions
- Providing remote product installations and custom product configurations
- Providing remote product administrative and end user training
- Working with accounts and setting deployment methodologies using the client product's
- Communicating effectively with internal teams to scope out and provide solutions to complex technical issues for visible account opportunities

The ideal Pre-Sales Engineer will have:

- Native/fluent German language abilities, both spoken and written
- 2+ years sales engineering experience
- 2+ years experience with Microsoft Windows Operating Systems, DNS, Microsoft Exchange and IIS
- 2+ years experience in computer software or systems including security products (anti-virus, firewalls, content security, intrusion detection and anti-SPAM technologies), www, email, ftp, networking, Internet application platform technology, database and analytical related technologies
- A strong knowledge and technical competence in messaging architecture
- Experience working with integration solutions and software API's
- 2+ years experience working with relational databases (i.e. SQL)
- Possess a sound knowledge of routers, switches, and firewalls
- Possess strong operating experience with in-depth knowledge in at least one of the following areas: Security, VPNs, Remote Access, Local Access, WAN or Wireless (relevant to assignment)
- The desire to learn continually self-improve, learning new tools and techniques
- Possess excellent communication skills (written and verbal) and have the confidence and ability to interact with a diverse set of clients over the phone and in person
- Strong customer service and account management skills
- Possess the skills to interface with diverse clients, over the phone and in person

For more information relating to this Pre-Sales Engineer position please contact Remi Damiani from Lodestar Recruitment on +44(0)208 432 6408, Remi@lodestar-rec.com, or register your details at www.lodestar-rec.com to be kept up to date with the latest jobs.