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## Solutions Presales Engineer

Siros support the channel by enabling partners to deliver unbiased Public Cloud Consultancy, Migration and Management services. We are passionate about disrupting the conventional.

We want to change the way people look at and use Public Cloud services. We believe any organisation from small start-ups to large multinationals can unleash the power of these services.

We support the channel partner to enable them to identify customers looking at Public Cloud solutions and work seamlessly with the Channel Partner Account and Technical Teams and follow a process to scope the opportunity.

We prepare proposals detailing pricing and key services available to be reviewed by the partner and presented to their customers. We provide follow up consultancy, migration and management services as and when they are required.

### **Role Key Objectives**

- Ability to understand complex technical solutions and convey them via meetings and web calls to customers
- Be involved in feeding back customer's requirements on existing solutions and work with the architect teams to structure road map development activities
- Ability to support partner sales managers to design technical solutions to meet customer's requirements
- Work to becoming a qualified Cloud Architect with key vendors (AWS,Azure)
- Ability to work with the technical team to provide support if required
- Assist within our public cloud practise when required (AWS, Azure, SAAS tools)

### **Experience**

- 1-2+ years experience in a technical presales role (customer facing ideally)
- Experience of the IT services & cloud market

### **Skills**

The below is an ideal list, we don't expect all skills but at least a working knowledge of principles:

- Basic networking knowledge
- Basic security principles
- Cloud understanding (What is AWS/Azure)
- Understanding of operation requirements of the average IT department (Backup/DR/uptime etc.)
- Presenting technical solutions via "Webex" or face to face
- Objection handling experience



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## **Package and Perks**

- Comprehensive training including Public Cloud, Software Solutions & SAAS offerings
- Competitive package - £30k - £40k dependent on experience
- Apple MacBook
- Pension
- 25 days holiday plus an extra day off on your birthday
- Great benefits like free breakfast, snacks and drinks, fitness classes, Xbox breaks, regular team outings and team incentives.