**Senior Systems Engineer and Systems Engineer**

Nairobi, Kenya

Very Competitive compensation

Full Time Employment

[](http://www.bullhornreach.com/user/43428_wwwcareeroptionsafricacom)

Our client is a global leader in enabling businesses and service providers to transform their operations .Our client cloud computing, Big Data, and trusted IT solutions help you transform operations and provide IT as a service.

Through innovative products and services, Our Client accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way.

We are looking for:

1. **Senior Systems Engineer**

General Summary

Provides high-level technical expertise in support of pre-sales activities in the assigned market. Assists in the analysis, design and development of fully integrated technology solutions. Technical emphasis is on hardware capabilities, software requirements and systems integration. Makes technical and sales presentations to customer's technical staff and senior management. Understands Client’s and competitive technology and business applications within the assigned market. May assist in the development of responses to customer requests and proposals as required. Conducts research, answers questions and removes objections that arise in a sales campaign. Applicable markets: Enterprise, Commercial, Partner, Specialist/Practice

Principal Duties and Responsibilities

* Uses knowledge of competitive solutions to effectively address and dispel customer objections to Client’s solutions, and train the account team.
* Develops relationships with the account team, partners and customers in support of sales team objectives and engages and leverages corporate resources, abilities, budgets and personnel as appropriate. Strategizes and executes technical sales calls.
* Assists the Sales Team to develop and implement specific account penetration strategies, produce account specific product and service and sales plans.
* Presents and markets the design and value of proposed Client’s solution and business case to customers, prospects and Client’s management. Possesses detailed product/technology/industry knowledge. Knowledge of job associated software and applications. Client’s Proven Professional Certification desired.
* Configures and documents Client’s software, hardware and service solutions to meet customer and sales objectives. Completes required presales documentation quickly and accurately.
* Assists the Sales Team to develop and implement specific account penetration strategies, produce account specific product and service and sales plans. Leverages knowledge of competitive solutions to effectively address and dispel customer objections to Client’s solutions, and train the account team**.**
* Executes technical sales calls.
* Configures and documents soft Client’s ware, hardware and service solutions to meet customer and sales objectives. Completes required presales documentation quickly and accurately.
* Qualifies sales opportunities in the terms of customer technical requirements, competition, decision making process and funding.

Skills & Requirements

* Experience in designing and selling advanced storage solutions
* Cloud Computing experience is beneficial
* Minimum 10 + years of experience of which 7+ years in Presales in storage in a SE/Sr.SE capacity.
* Good understanding of server virtualization technologies (such as VMware vSphere)
* Good understanding of the telecommunications industry
* Travel Required
* Communication skills.
* Presentation skills.
* Organizational skills.
* Possesses creativity.
* Customer focused.

Please send your CV in word or PDF format. The position applied should be the subject of your email  
  
recruit@careeroptionsafrica.com

**2.  Systems Engineer**

General Summary

Provides technical expertise in support of pre-sales activities in the assigned market. Assists in the analysis, design and development of fully integrated technology solutions. Technical emphasis is on hardware capabilities, software requirements and systems integration. May assist in the development of responses to customer requests and proposals as required. Applicable markets: Enterprise, Commercial, Partner, Specialist/Practice.

Principal Duties and Responsibilities

* Performs a support role in District Sales and Services     Leadership meetings.
* Presents and markets the design and value of proposed Client’s solution and business case to customers, prospects and Client’s management. Possesses detailed product/technology/industry knowledge. Knowledge of job associated software and applications. Client’s Proven Professional Certification desired.
* Assists the Sales Team to develop and implement specific account penetration strategies, produce account specific product and service and sales plans. Leverages knowledge of competitive solutions to effectively address and dispel customer objections to Client’s solutions, and train the account team**.**
* Executes technical sales calls.
* Configures and documents Client’s software, hardware and service solutions to meet customer and sales objectives. Completes required presales documentation quickly and accurately.
* Qualifies sales opportunities in the terms of customer technical requirements, competition, decision making process and funding.

Skills & Requirements

* 5+ years of relevant experience
* Travel Required
* Communication skills.
* Presentation skills.
* Organizational skills.
* Possesses creativity.
* Customer focused.

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