

Cloud Presales Engineer

Responsibilities:

- Advise clients of security standards, best practice and solutions relating to Cloud solutions
- Pre-Sales support for Cloud Solutions such as AWS, Azure, VMware on both public and private Cloud
- Deliver product presentations and demonstrations, and provide support at external and internal customer facing events
- Build custom demonstrations and deliver Proof Of Concepts (POC) to customers
- Architects an appropriate technical solution to meet customer's requirements
- Take a leading role in specifying technical solutions and writing proposals and tender responses
- Support the sales cycle through answering RFI (Request for information), BOM (Bill of Material) and RFP (Request for proposal).
- To work with internal product team to meet vendor expectation
- To meet vendor's certification requirement
- Compare competitive I.T. Security products to specify the most advantageous solutions for customers
- Keep up-to-date on technical knowledge and handle complicated technical issues for customers

Requirements:

- Bachelor's degree in Computer Science or Technical discipline
- Fresh graduate welcome to apply
- Understanding or Experience on cloud services
- Preferred: hands-on experience on core public and private Cloud functionalities and services across AWS, Azure and VMWare Cloud Platform
- Able to communicate with internal and external senior management

Additional Information:

- Office Hours: Monday to Friday (9am - 6pm)
- Smart Casual Fridays

- Salary is negotiable depending on experience
- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays
- Job Types: Full-time, Permanent
- Walking distance to LRT Abdullah Hukum