



Position: Pre-Sales Engineer, Northern Europe
Job Location: Germany, from home office

Summary

Imagine what you could do here. At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish. Opengear is committed to innovation and delivering the finest out-of-band management solutions to businesses and large enterprise customers.

Reporting to the Regional Sales Manager for Northern Europe, the Pre-Sales Engineer will identify and develop opportunities working with complex IT solutions. Our award-winning products connect to and help network administrators manage new and existing IT infrastructure from a wide range of vendors. The ideal candidate will possess a broad technical background encompassing a wide variety of communication equipment. This individual will work out of their home office in Germany and travel to clients and events across Northern and Eastern Europe as required.

Primary Responsibilities

- Evaluate existing customer data center and IT infrastructure environments
- Design technical solutions that address customer needs
- Work collaboratively with sales and global engineering to support new and existing customers on their IT infrastructure requirements
- Support operations and maintenance tasks for customer projects
- Conduct technical research to resolve technical issues or identify workable solutions to existing IT challenges
- Participate in all aspects of the sales process including tradeshow and customer meetings

Requirements/Qualifications

- Bachelor's Degree
- Fluent in German and English
- Minimum 5 years IT solution-based sales engineering experience required
- Experience in cellular technologies. Carrier experience a plus
- Experience with Linux and open source systems
- Extensive hands on experience with IT infrastructure technologies such as Cisco, Juniper, Arista, Cradlepoint, F5, Riverbed, and more. Certifications a plus.
- Position will involve travel to client locations and sales events

Desired Knowledge/Skills

- Ability to work well in a team environment
- Excellent communication and interpersonal skills
- Ability to perform technical demonstrations to groups of all sizes
- Working knowledge of network principles, experience selling to the network group desired