



**Strong. Secure. Engage. Together.**

## **Presales Consultant Kanata, Ontario**

PureLogic IT enables outcomes as a secure and trusted technology services provider across current and emerging technologies. Customer expectations are at our core with financial, social & ethical leadership. We are a Canadian, women owned, equal opportunity employer with a family culture and passion for giving back.

Presales Consultants are responsible for the technology evaluation within the sales process, working in conjunction with our customers and Account Executives. The Presales Consultant must be able to:

- Articulate outcomes and value propositions to both business and technical audiences
- Identify technical issues of assigned accounts to ensure customer satisfaction through all stages of the sales process
- Establish and maintain strong relationships throughout the sales cycle
- Lead and contribute to project management structure
- Install and maintain a myriad of Storage, Networking, and Compute platforms

### **Responsibilities:**

- Confer with customers and Consultants to assess business needs and determine system requirements
- Architect solutions working closely with the Sales team and Pre-Sales team
- Assist with technical scoping and review for Statement of Work (SOW) for professional services
- Project manage manufacturer lead or 3rd-party white label services
- Identify resale opportunities and support them to achieve sales plans
- Plan and modify product configurations to meet customer needs
- Assist with the preparation and delivery of technical presentations of products and services to customers and prospective customers
- Attend product certification courses and effectively hold certificates for PureLogic IT
- Attend company training seminars to become familiar with product lines
- Collaborate with the Sales team to understand customer requirements, promote company products, and provide sales support
- Keep up to date on industry news and trends, products, services, competitors, relevant information about legacy, existing and emerging technologies, and the latest product-line developments
- Recommend hardware, software and services to customers as well as document how such changes will lower costs or increase production
- Assist the Sales team with products requiring extensive technical expertise and support for installation and use
- Provide technical and non-technical support and services to clients or team members regarding the use, operation, and maintenance of equipment
- Train team members in the customer applications of technologies
- Periodically write technical documentation for products



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### **Relevant Product Knowledge of the following Technologies:**

- Minimum of 5 years experience in architecting and configuring or deploying server solutions such as Dell EMC PowerEdge, HPE Synergy/ProLiant, and Cisco UCS
- Minimum of 3 years experience architecting SAN/NAS storage solutions from Dell EMC, HPE, Pure Storage, Hitachi, or Netapp
- Experience designing and sizing data center backup and recovery solutions such as Veeam, Commvault, Dell EMC DPS, and Datadomain
- Experience installing VMware, Linux, or Microsoft server solutions
- Experience in architecting or deploying hyper-converged solutions such as VxRail, Nutanix, and SimpliVity
- Have an understanding and willingness to learn Software Defined Solutions including VMware and Redhat on X86 servers
- Understanding and willingness to learn cloud offerings and solutions from Google Cloud, Azure, or AWS
- Experience developing solution architecture and detailed line item configurations/bills of materials (BOMs) based on client requirements
- Experience with one or more configuration tools such as Dell solutions configurator, EMC Myquotes, HPE OCA, NetApp Ascend, and Cisco CCW

### **Required Skills:**

- Experience working and/or selling to the Federal Government
- Post-Secondary education in a computer related field or equivalent experience
- Bilingual is an asset
- Security clearance (Secret)
- Hold relevant vendor certifications
- Excellent written and verbal communication skills
- Enjoys working in a team environment
- Strong organisational, judgement, and leadership skills