

Position: Pre-Sales Engineer

Empowered Networks Inc. ("Empowered") is currently looking for a full time Pre-Sales Engineer to join our team. The Pre-Sales Engineer is a key contributor to the sales process at Empowered. A successful individual in this role will support one or more Account Executives as a technical subject matter expert and problem solver. The Pre-Sales Engineer engages closely with systems engineers, architects and managers from customer organizations. They provide technical vision, understand requirements, develop solution sizing, implement plans and bills of material, while removing any technical barriers in the sales process. Individuals in this role will deliver technical presentations and product demonstrations to individuals and small groups of prospective customers and will practice active and critical listening to qualify a prospective customer and opportunity.

Responsibilities

The successful candidate will be responsible for:

- Becoming and remaining technically competent in the capabilities, applicability and sizing of the solutions we propose to customers,
- Understanding the technical needs of customers and prospects and tailoring solutions to meet those needs,
- Presenting the solutions to customers, addressing and removing objections and ensuring the customer is fully aware of solution capabilities and fit with requirements,
- Conducting trials of the solutions with customers and communicating the results in a form that is useful in customer decision making,
- Producing documentation like Bills of Material, feature summaries, or architectural documents as needed to support solution selection and implementation.

Skills, Abilities and Knowledge

A successful Pre-Sales Engineer will possess these skills, abilities and knowledge:

- Superlative written and verbal communication skills in English are required; skills in French, Spanish or other languages are desirable,
- Strong knowledge of Enterprise Networking technologies and architecture is required; a Cisco CCNA or CCDA certification is desirable,
- 3-5 years previous experience in a sales engineering role is desirable,
- 5-10 years previous experience in a systems or network engineering role, or post-sales services delivery role is desirable,
- Previous implementation experience with one or more SD-WAN vendors, especially Meraki and Talari is desirable,
- Strong knowledge of network device configuration automation technologies and previous demonstrable experience with the implementation of products in this space are required; previous experience with Infoblox NetMRI or a similar package is desirable,
- Knowledge of DNS, DHCP and IP Address Management in an Enterprise or Internet context is desirable; previous experience with Infoblox DDI is desirable,
- Knowledge of Information Security principles and their applicability in the Enterprise is required; security or compliance auditing experience is desirable,
- Scripting experience in Python, Perl and bash is required; this experience should include interaction with RESTful web services and with interpreting vendor API's to design and deliver integration scripts,
- Previous demonstrable experience with Ansible is desirable,
- Previous demonstrable experience with Amazon Web Services and Microsoft Azure in an Enterprise context is desirable,
- Previous experience with the application of Docker in an Enterprise context is desirable,
- Previous experience with ExtraHop, Netscout, SevOne is desirable,

- Many of the activities in this role are self-directed and self-managed; the successful candidate must be comfortable in a minimal supervision setting,
- Strong interpersonal skills are key to success in this role; strong personal accountability.

Job Requirements

- University and/or College Diploma: Computer Science, Engineering, Software Development or other related field,
- This role will require regular U.S. travel; the successful candidate must be able to enter the U.S. without restriction and have a valid Canadian passport,
- Some activities in this role may require Federal Government of Canada security screening up to and including Level II (Secret); the successful candidate must be able to pass the security screening process.

If interested in applying, please send your resumé to: [careers @ empowerednetworks.com](mailto:careers@empowerednetworks.com) and reference #PS-ENG in the subject line of your email. Thank you.