



## Business Solutions Pre-Sales Engineer

One Communications is the premiere provider of connectivity and IT solutions in Bermuda. Our mission is to consistently deliver innovation and reliability and to exceed customer expectations at every touch point. We are currently seeking qualified individuals that can embrace the One Communications ("One") spirit of "getting it done" and to apply for the position of **Business Solutions Pre-Sales Engineer**.

### Job Summary

As a **Business Solutions Pre-Sales Engineer** you work closely with your peers on the Corporate Sales Team, your primary responsibility is to ultimately achieve sales targets for Business Solutions' ICT proposals by acting as the lead technical sales design specialist on assigned accounts and strategic prospects. This role brings balance of business and technical acumen to our customer meetings, enabling you to effectively connect a customer's business need or challenge with the appropriate technical solutions.

### Duties and Responsibilities

- Work and collaborate with BDM's by acting as the lead technical expert in client meeting's and customer presentations
- Assist in the technical qualification and scoping of high MRR opportunities and propose Solutions that will increase our market share in ICT, Cloud and Managed Solutions
- Perform customer network and security audits and document and present on findings to the customer to support the sales team during the sales cycle with a view to presenting a solution of the findings
- Provides coaching, training and professional development to team members in order to enhance their product knowledge, technical acumen, and technical sales skills
- Work closely with BDM's, Regional (ESG) Presales Engineers, Project Managers and Subject Matter experts) to ensure business goals and technical solutions are designed and aligned with customer needs/expectations
- Participate in Business Reviews with all Enterprise Customers, and lead the Technical Account Review discussions
- Ensure orders meet all financial and legal requirements, engaging finance and legal when applicable
- Work with the service delivery and implementation teams to ensure their full understanding of the customers' requirements and solution design
- Lead the technical scoping requirements for all RFI/RFP bids
- Support Product Development Team in the testing of new services or products
- Flag complications within customer environment that could potentially become problems and investigate and/or escalate to the appropriate department.
- Meets assigned targets for profitable sales growth within assigned product lines, market segments and customer / prospect assignments.
- Consistently and accurately use Salesforce (CRM) for all accounts and opportunity records

### Skills and Abilities

- Proven technology skills, outstanding interpersonal abilities and service-oriented personality, strong written and verbal communication skills
- Attention to detail, strong analytical and problem-solving capabilities
- Knowledge of network protocols, hardware and security products
- Proficient knowledge in VOIP/Hosted PBX systems, Network solutions, Cloud Services, Office 365, Azure, Business intelligence, SaaS solutions, Application, POS and ERP
- Understanding of network architecture, and experience in performing network operations
- Working knowledge of information technology, systems implementation and integration and service delivery
- Displays a high-level of enthusiasm for work, professional conduct, ethics, works well in a team environment and presents themselves professionally

### Education and Experience

- Bachelor's degree or a combination of education and experience in engineering, information systems, or business administration
- Ten years of industry experience, including two or more years in sales engineering or consulting
- Well-rounded knowledge of ISP (DIA, MPLS, IPLC, P2P, SD-WAN etc.) and IT landscape(networking/security, servers/storage, virtualization, cloud services (private/public/hybrid)
- Vendor certs: Fortinet NSE3, Azure and O365 Fundamentals, Cisco Sales Essentials

We offer a dynamic and rewarding working environment along with a competitive compensation package. If you possess the requirements for the position and this sounds like the challenge you've been waiting for, please submit a detailed resume to [www.onecomm.bm/careers](http://www.onecomm.bm/careers)

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CLOSING DATE FOR APPLICATIONS: **Tuesday, June 29, 2021**