

Pre-Sales Engineer

RStor was founded with the mission to connect the world's computing resources. The RStorMulticloudPlatform™ is the first to aggregate and automate compute resources from private data centers, public cloud providers, and trusted supercomputing centers on a next generation networking fabric. Headquartered in Saratoga, CA, RStor has raised \$45 million in a series A funding round, led by Cisco Investments. Learn more at <https://rstor.io/>.

At RStor we are building a culture that emphasizes open-minded, collaborative teamwork, and an ability to take responsibility and rise to the challenges of creating major shifts in cloud technology. A demonstrated willingness to step out of your comfort zone and solve problems in new, inventive ways is a must. We're looking for independent thinkers who are comfortable contributing to the larger goals of the team, and nimble enough to adapt to market and data-driven changes.

If you're creative, driven and passionate about applying advanced technology to solve some of the world's biggest and most important problems, you'll be among friends at RStor.

Job Description

RStor field sales professionals lead the integration and implementation of complex and specialized products, applications, services and solutions for our customers and partners. This team delivers sales presentations and product demonstrations, to developing detailed installations or system integration plans. They will be able to drive discussions with senior technical decision makers well and possess the technical background that enables them to easily interact and guide software developers, IT pros, and system architects in commercial entities.

Preferred Qualifications

- 10+ years' experience working within the data storage, computer manufacturer, or Internet industries.
- 7+ years of storage, application, server, network security, and systems administration.
- Advisory/consulting experience, including some experience with global accounts and large commercial customers
- Demonstrated strong written, oral and presentation skills, whiteboarding, with the ability to discuss highly technical concepts to a variety of audiences, including executive level technical decision-makers.
- Develop and deliver technical presentations and product demonstrations.
- Demonstrated ability to develop and execute strategic initiatives.

- A high level of business acumen and experience working with CxO / VP level personnel, bringing technology solutions to solve business challenges.
- Strong verbal and written communications skills are a must, as well as the ability to work effectively across internal and external organizations and virtual teams.
- Experience working with cloud and cloud-based solutions, including basic understanding of AWS, Azure, and GCP services is highly desired.
- The ideal candidate will also have a demonstrated ability to think strategically about business, product, and technical challenges.
- Technical degrees in computer science, software engineering, or math is highly desired.

Desired Skills and Experiences

- 8-10+ yrs of enterprise systems engineering / presales experience, be a self-motivated leader, highly energetic, with a strong hands-on, “can do” approach.
- Deep expertise in all data storage discipline subjects, including primary on-prem storage including SAN and NAS, backup, recovery, and archival systems, deep and hands-on knowledge of cloud storage technologies including S3 API protocol usage.
- Experience with storage protocols (FCP, iSCSI, NFS, pNFS, SMB) and access methodologies (SCSI block, NAS, object)
- Experience with server hardware administration, bare metal provisioning, hardware component replacements, and firmware updates.
- Experience with system administration of Linux, and Windows.
- Working knowledge of at least one scripting language like Python, Perl, Ruby, or PowerShell
- Working knowledge of at least one config management tool like Ansible, Puppet, Salt, or Chef
- Knowledge about infrastructure monitoring and alerting
- Basic networking L2 and L3 and troubleshooting
- Physical ability to lift and rack equipment (approx. 30 lbs.)

Responsibilities and Job Activities

- Defines and develops & supports the sales process for solutions with account teams.

- Gathers and assesses customer needs, both business and technical.
- Identifies related needs (lead generation, opportunity expansion).
- Identifies site-specific and corporate parameters and constraints that impact the solution.
- Identifies required project steps.
- Identifies likely problem areas that require attention.
- Identifies information on competitors and product roll- out data/training needs and proactively positions the company strengths as a relative value position in the account.
- Provides technical support in sales presentations, product demonstrations, and customer training.
- Responsible for technical consulting work with customers in selling and supporting company products, services and systems, or software.
- Domestic and International travel should be expected.

Please send resume to careers@rstor.io and the **Title of this position in the Subject of your email.**