

Pre-Sales Role

About VuNet

VuNet Systems(www.vunetsystems.com) has an award winning AI product to vastly improve IT operations for the new age digital enterprises. Our core offering is a Big Data Analytics and AI based software product, which brings together and correlates real time information across applications, business transactions and infrastructure. Our customers choose VuNet to improve their customer experience in the new digital world.

VuNet Systems is headquartered in Bangalore, India and is expanding globally. Founded in 2014, by a group of innovators, VuNet Systems has solid funding from top tier firms.

Job Description

You will be responsible for providing world class pre-sales technical support to the sales team. Working directly with customers, you will be the Subject Matter Expert on how unified visibility, data analytics and AI can drive IT operations for the digital enterprise. You will also be responsible for delivering product demonstrations to address customer pain points. During the sales cycle, you will also lead the proof of concepts with customer support team, demonstrating ability to solutionize the product for customer requirements and address any technical queries across stakeholders. You will also work with Product management and Marketing functions to share your knowledge to constantly improve business and customer success.

Roles and Responsibilities

- Work in a customer facing role and be passionate about customer technical sales.
- Deliver value driven presentations and personalised demonstrations of the platform as per customer requirements or verticals or based on customer pain points
- Have deep understanding of customers business and strategic initiatives/opportunities to identify and execute on cross-sell/up-sell revenue opportunities
- Respond to partner/customer requirements on RFPs/quotes or other specific requirements
- Work with Partner ecosystem to position, influence and to maximise the revenue opportunities through Partners
- Drive regular workshops with partners to monitor increment progress/results measured on mapping KPIs
- Provide feedback to the product team in developing new features, identifying solution gaps etc
- Interest and aptitude in learning new technologies on cloud, web, micro service architectures and devops

Skills and Experience

- Have a proven track record in enterprise technology with field pre sales experience
- Constantly look for solutions to problems and how to solve business pains
- Experience in working with large scale IT infra, including applications, databases, network
- Experience in working with monitoring tools, automation tools and in troubleshooting application production incidents
- Knowledge/Experience in the following cloud, big data and development technologies will be an added plus:
 - Elastic search, MongoDB, Big Data, SQL databases, ELK stack, REST APIs, web services, JMX)
 - AWS, Azure
 - 2-4 years experience with a few of the programming languages like Java, Python, PHP
 - Knowledge of basic networking concepts and experience with Linux/Windows scripting
 - Experience with web servers and relational databases used in today's application architecture
- Passionate about technical sales and working with customers, with excellent communication and presentation skills
- Travel upto 50%

What We Offer ?

Along with a competitive salary, we offer a generous employee stock option plan and a fun work atmosphere, with other talented, motivated and interesting co-workers. You will also be working on cutting edge technologies, where you take ownership of end to end development. You will get ample opportunities to learn and grow your abilities and be part of a very enriching journey.

How to Apply ?

If you are interested, e-mail us at jobs@vunetsystems.com, with your resume and an explanation of why you would be a good fit. But what we would also like to see is some code you have written. We look forward to hearing from you.