

## Sales Engineer - Netherlands

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Company: Sophos

Location: Netherlands

Category: other-general

### Role Summary

We are searching for a Pre-Sales Engineer (w/m/d) located in the Netherlands with a clear focus on sales and profound technical background. As Sales Engineer with focus on National Partners, you are responsible for all technical aspects of managing a number of defined national partners by determining technical requirements, matching them to Sophos solutions, making product trials and evaluations successful and generating business. You will present in front of, as well as train larger audiences. In order to be potentially considered you need to be located already in the Netherlands and have native Dutch language skills (oral and written).

### What You Will Do

Support sales to increase the company revenue using technical sales skills to convince prospects to purchase Sophos solutions by explaining complex topics to prospects and partners

Assist technical staff from partner in design and architecture of prospect solutions based on appropriate sizing and resiliency guidelines

Conduct demos, product- and company presentations - also to larger audiences - to help increasing the company revenue; support or deliver the training of partners, sales or other audience

Query prospects to qualify sales opportunities and conduct analysis with technical staff to determine requirements and specifications of solutions

Support other departments by collecting and aggregating partner feedback and feeding into Product Management

Address partner questions and requirements and assist and manage frequent technical evaluations by working with these partners

### **What You Will Bring**

Experience in technical pre-sales support, preferably with an Enterprise focused software company

Technical expertise in Enterprise architecture components (network design, virtualization, directory services, firewalls, APIs, etc.).

Strong technical expertise in Endpoint products, MDR/SOC services and good expertise in Firewall products

Understanding the principles of public cloud infrastructure technologies

Experience in working and supporting channel partners

Good presentation skills – ability to prepare and deliver an effective technical presentation to a technical or non-technical management audience unassisted

Ability to link product features to business benefits and requirements

Ability to perform needs assessment, understanding technical needs/fit, pain points and competitive threats

Excellent communication skills, both written and verbal also in English

Strong troubleshooting skills – escalating the issue with appropriate details if required. Offer prescriptive suggestions for future prevention.

Ability to be hands-on, working directly with partners and customers, handling technical requirements and configuration issues

Ability to plant and defuse competitive landmines effectively

Ability to network and bond with partner contacts, being recognized as a trusted security advisor and “the person to go to”

#LI-SK1#LI-Remote **Ready to Join Us?** At Sophos, we believe in the power of diverse perspectives to fuel innovation. Research shows that candidates sometimes hesitate to apply if they don't check every box in a job description. We challenge that notion. Your unique experiences and skills might be exactly what we need to enhance our team. Don't let a checklist hold you back – we encourage you to apply. **What's Great About Sophos?** Sophos operates a remote-first working model, making remote work the primary option for most employees. However, some roles may necessitate a hybrid approach. Please refer to the location details in our job postings for further information. · Our people – we innovate and create, all of which are accompanied by a great sense of fun and team spirit · Employee-led diversity and inclusion networks that build community and provide education and advocacy · Annual charity and fundraising initiatives and volunteer days for employees to support local communities · Global employee sustainability initiatives to reduce our environmental footprint · Global fitness and trivia competitions to keep our bodies and minds sharp · Global wellbeing days for employees to relax and recharge · Monthly wellbeing webinars and training to support employee health and wellbeing

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