



## **Pre Sales Engineer ITALY - Milan**

### **Company Overview: Efficient IP [[www.efficientip.com](http://www.efficientip.com)]**

EfficientIP is a global provider of the most advanced and comprehensive DDI (DNS, DHCP, IP Address Management) products available. Efficient IP's SMART DDI approach offers enterprises and service providers a unique appliance based solution to intelligently simplify and automate design, deployment and management of the critical DDI infrastructure.

SOLIDServer™ centralizes all information from the IP plan and DNS and DHCP servers in one single interface and gives customers a consolidated overview to control the deployment of infrastructures and network services (VoIP, Datacenters, etc.).

Efficient IP has built strategic relationships with a number of software and hardware market leaders to develop complementary solutions and to enable new offerings from partners. This includes AWS, Microsoft, Google, VMware, Dell, HP, IBM, Oracle, Red Hat, Novell, Cisco, ISC...

Efficient IP's client base includes hundreds of the most demanding companies in all business sectors with an established presence across the world.

### **Location: Milan**

### **Position**

Efficient IP offers a fast-paced, action-oriented environment. We promote a culture that embraces innovation, change, teamwork, and strong partnerships. This is a new role as a result of growth in the Italian market. As the Systems Engineer, you will partner with Account Executives to help drive sales of Efficient IP's solutions & services.

### **Why this position is compelling:**

- Serve as the DDI subject matter expert who represents Efficient IP and provides pre sales technical support
- Build relationships with prospects and customers, delivering presentations and demonstrations to articulate values and differentiators of the Efficient IP's solutions.
- Understand the prospect's needs and architect solutions for them; write proposals and responses to RPF/RFI documents, strategizing with Account Executives to drive sales.
- Drive customer success in implementation and expected benefits by managing pre-sales to the post-sales transition process, which includes documenting the scope and managing the follow-on initial services effort.
- You contribute to the design and integration architecture of Internet information services including DNS, DHCP, Security and Network Automation solutions.

**Qualifications:**

- Experience supporting technical sales of enterprise network solutions to Major corporate accounts.
- Experience in networking technologies to include some/any of the following: TCP/IP, DNS, DHCP, LAN/WAN, Routing, Switching, Firewalls, IPv4/v6, UNIX Admin, switches, routers, and firewalls in Intranet/Internet/Extranet environments.
- Experience working in a software company, integrator or service provider preferred
- UNIX O/S knowledge and Active Directory experience are a plus.
- Strong interpersonal and presentation skills, with ability to articulate complex technology simply is required.
- Strong technical problem--solving ability and troubleshooting skills
- Self--motivated and flexible.
- Ability to travel as needed
- Bachelor's Degree required

**What We Offer:**

We offer a great opportunity to grow with our company, in a rapidly advancing and strongly innovative environment. At EfficientIP, we fully believe in congeniality in the workplace and in our relationships with our customers, partners and colleagues. We ensure a positive work environment that is encouraging, enthusiastic and motivating to our team. This approach breaks down barriers in order to stimulate our company's ambition of constant overachievement.

You will be part of a fun and ambitious team!

**To apply, please send your cv and cover letter to [careers@efficientip.com](mailto:careers@efficientip.com)**