Global Partner Systems Engineer- XC

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Company: F5

Location: Israel

Category: other-general

At F5, we strive to bring a better digital world to life. Our teams empower organizations across the globe to create, secure, and run applications that enhance how we experience our evolving digital world. We are passionate about cybersecurity, from protecting consumers from fraud to enabling companies to focus on innovation.

Everything we do centers around people. That means we obsess over how to make the lives of our customers, and their customers, better. And it means we prioritize a diverse F5 community where each individual can thrive.

POSITION SUMMARY:

This position is responsible for managing and executing Distributed Cloud initiatives with the global technical partner community. Heavy emphasis on development of key enablement initiatives aligned to F5's Distributed Cloud platform – development of learning paths, accreditations, and specialization tracks.

PRIMARY RESPONSIBILITIES:

Responsible for upholding F5's Business Code of Ethics and for promptly reporting violations of the Code or other company policies

Support program management for key technical Strategic Partner initiatives

Secure and collaborate with key resources from other organizations within F5 including Product Management, Legal, Product Development, Marketing and Sales to support key partner technical initiatives.

Execute the F5 Strategic Partner Strategy with emphasis identifying engineering focus and driving the production of integrated product offerings and marketing programs which produce incremental sales opportunities

Analyze and optimize sales process supply chain (Strategic Partner -> Distribution ->F5) reviewing partner engagement on F5 solutions and their ability to sell

Act as technical lead on strategic partner initiatives and provide technical expertise and business understanding across multiple and specific industries.

Perform financial modeling and analysis and work with key finance stakeholders on specific strategic initiatives per the direction of the VP of WW Partner Solutions Engineering

Work with technical and engineering teams for both F5 Networks and Strategic Partner on the requirements and structure of joint engineering engagements; determine the technical feasibility of customer requirements/requests, use this in assisting Partners with the development of account strategies.

Be a champion for the technical partner community and their requirements and ensure requirements are understood across other team within F5 such as Sales, Marketing, Product Management, and Product Development.

Develop and clearly articulate technical elements of the F5 value proposition to partners.

Discuss complex technical issues clearly and concisely and link F5 solutions to customer business objectives.

Create case studies, white papers, and media articles for customers and/or partners, create customer documentation as required during installation POC; maintain knowledge of competitive landscape; communicate and document best practices internally and externally

Facilitate formal presentations and technical updates for partners; deliver customized product presentations using an advanced solution-based sales approach and Strategic Partner education (accreditations, specializations, and certifications) and training

Work in a collaborative, team-based environment and build lasting relationships with both Strategic Partners, Business Unit constituents, and key Partner Technical advocates in the field

Proactively provide consultative technical support across different areas of specialization using outstanding partner facing skills

Attend and staff trade shows, networking and partner events

Perform network design activities

Acquire industry certification(s) defined with his manager (where applicable)

Perform other related duties as assigned

QUALIFICATIONS:

5+ years experience working with network, security and web portal application technologies

3+ years advanced pre-sales experience required (channel related activities a plus)

3+ years program management specifically related to complex technologies

BA/BS Degree required

Masters degree preferred

Expert knowledge of F5 core platforms and solutions: BIG-IP, BIG-IP Next, NGINX, Distributed Cloud

Strong interpersonal and presentation skills, with ability to articulate complex technology simply

Strong understanding of major applications and cloud providers(which include but are not limited to: Exchange, Sharepoint, AWS, Azure, GCP)

Strong background in finance as it relates to ROI models and financial go to market structures

Strong IT engineering background and understanding of applications, storage and networking

Strong project management skills including ROI analysis, spreadsheet and project management software

Strong negotiation skills

Ability to interact with all levels of an organization through the executive level

PHYSICAL DEMANDS AND WORK ENVIRONMENT:

Duties may require being on call periodically and working outside normal working hours (evenings and weekends).

Duties may require the ability to travel via automobile or airplane, approximately 20% of the time spent traveling.

Duties are performed in a normal office environment while sitting at a desk or computer table. Duties require the ability to utilize a computer, communicate over the telephone, and read printed material.

The Job Description is intended to be a general representation of the responsibilities and requirements of the job. However, the description may not be all-inclusive, and responsibilities and requirements are subject to change.

The annual U.S. base pay range for this position is: $116,608.00 - $174,912.00

F5 maintains broad salary ranges for its roles in order to account for variations in knowledge, skills, experience, geographic locations, and market conditions, as well as to reflect F5's differing products, industries, and lines of business. The pay range referenced is as of the time of the job posting and is subject to change.

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