Sales Engineer - Israel

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Company: Gigamon

Location: Israel

Category: other-general

Description

Gigamon, recently certified as a Great Place to Work, helps the world's leading organizations run fast, stay secure, and innovate. We provide the industry's first elastic visibility and analytics fabric, which closes the cloud visibility gap by enabling cloud tools to see the network and network tools to see the cloud. With visibility across their hybrid cloud network, organizations can improve customer experience, eliminate security blind spots, and reduce cost and complexity. Gigamon has been awarded over 90 technology patents and enjoys world-class customer satisfaction with over 4,000 organizations, including over 80 percent of the Fortune 100 and hundreds of governments and educational organizations worldwide. Gigamon is looking for a Sr Sales Engineer based in Israel to support our Enterprise Sales team. **Responsibilities:**

Provide technical Sales support for all Gigamon products and solutions.

Performs a very high-level specialized systems engineering role for Gigamon as an individual contributor specializing in pre-sales activities of the Gigamon traffic visibility product line.

Performs in-depth and technical presentations for customers, partners, events.

Designs network monitoring architectures with top customers.

Responsible from deployment to completion for all customer proof of concepts and product evaluations.

Provides mentorship/guidance on Technology and competitive trends to clients, partners, and

employees.

Manage key End User technical relationships.

Communication driver between Field and Corporate on technical issues.

Complex pre-sales technical support.

Complex Bid Support.

Account and VAR Management/Development

The role involves assisting customers in the on-site installation of products, including providing support and troubleshooting when is needed.

Qualifications:

Bachelor Degree in a technical area (Computer Science, Computer Engineering); or equivalent work experience.

8-10 years experience in a Pre-Sales Engineer role in LAN or network monitoring.

Valid Security clearance required.

Proven experience in planning and installation of communication systems, including WAN, LAN, and FWs.

Practical experience in planning and implementing security solutions that integrate with communication networks and cloud solutions.

15 years industry experience.

Experience in a customer facing role.

Effective technical presentation skills.

Good Communication capabilities.

Comfortable with technical and business English usage (documents reading, e-mails, conference calls

We are committed to a diverse, equitable, and inclusive Gigamon. As an equal opportunity

employer, all applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, disability, veteran status, or any other protected characteristic under applicable federal, state, and/or local law.

Gigamon fosters a business culture dedicated to equitable hiring. If your experience and skills closely match our job description but may not necessarily fulfill all requirements, please still apply. Gigamon is on a continued mission to grow and scale an innovative organization. We believe this is best achieved by hiring, celebrating, and respecting people with diverse backgrounds, skills, perspectives, and experiences.

The privacy rights of all individuals including job applicants and candidates are very important to us. Our , will inform you about how Gigamon Inc. and its direct and indirect subsidiaries collect, use, store, or otherwise process personal information about job applicants and candidates, including through your access and/or use of our and third-party job websites (. LinkedIn, Indeed, Glassdoor, Naukri, .

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