

# Job Description – Resiliency Technical Expert (Pre-Sales) – Pan India

## Position Overview

We are seeking experienced Resiliency Technical Experts for a customer-facing Pre-Sales role focused on enterprise data resiliency, backup, disaster recovery, and business continuity solutions. The role involves working closely with sales teams and enterprise clients to design, position, and recommend scalable resiliency solutions across diverse infrastructure environments.

The ideal candidate should possess strong technical expertise along with excellent consulting and presentation capabilities to support enterprise solutioning engagements across India.

---

## Key Responsibilities

- Partner with sales teams to provide technical consulting and solution support.
  - Understand customer infrastructure environments and business continuity requirements.
  - Design and recommend enterprise backup, recovery, and resiliency solutions.
  - Conduct technical presentations, demos, workshops, and Proof of Concepts (POCs).
  - Support proposal preparation, solution architecture, sizing, and technical documentation.
  - Engage with OEMs, partners, and internal technical teams during solution discussions.
  - Provide technical guidance during customer evaluations and decision-making processes.
  - Stay updated with emerging technologies in backup, cloud, and data resiliency domains.
- 

## Desired Candidate Profile

### Educational Qualification

- Bachelor's degree in Engineering, Information Technology, Computer Science, or related discipline.

### Experience

- 5–15 years of experience in enterprise infrastructure, backup, disaster recovery, or resiliency technologies.
- Strong exposure to customer-facing pre-sales or solution consulting roles.

- Experience handling enterprise customers and complex infrastructure environments preferred.
- 

## **Preferred Technical Expertise**

Hands-on exposure to one or more of the following technologies:

- Acronis
  - Veeam
  - Veritas NetBackup
  - CA ARCserve
  - Cohesity
  - Dell EMC Networker
  - Enterprise Backup & Recovery Solutions
  - Data Resiliency & Disaster Recovery
  - Cloud & Hybrid Backup Environments
  - Enterprise Infrastructure & Storage
- 

## **Required Skills & Competencies**

- Technical solutioning and consulting
  - Enterprise customer engagement
  - Presentation and communication skills
  - Problem-solving and analytical thinking
  - Technical documentation and proposal support
  - Ability to work collaboratively with sales and technical teams
- 

## **Location**

- Pan India