

## Datadobi – Pre-sales Engineer - WEST

### Pre-Sales Engineer - WEST

#### Job description

The Pre-Sales Engineer provides technical sales support during the pre-sales cycles to Datadobi customers, prospects, and partners including executing proof of value projects. The successful candidate will apply their respective skills, and their knowledge and experience in customer and partner interactions of various formats, such as onsite visits, presentations, workshops, data management projects, webcasts, road shows and other activities.

#### Responsibilities include:

- Strong focus on the business outcomes that customers', prospects', and/or partners' need to achieve, their strategy, and developing an understanding of their challenges while providing guidance as to the best way to secure the desired outcome(s).
- Develops and maintains appropriate technical and managerial level contacts within the customer/prospect/partner.
- Provides architecture, product or solution design, and executes software-demos during the bid phase. Supports the design and development of the technical architectural content defined in the SOW. May develop complex SOWs and can negotiate scope effectively with customer and internal Datadobi teams.
- Supports the account manager in sales activity to win existing opportunities and identify and qualify new sales opportunities within existing accounts.
- Support account managers to secure subscription renewals.
- Provides input into product and solution owners (Engineering and Product Management) on the development of new capabilities, and feedback on field experience with Datadobi's products and solutions.
- Identifies and provides training and enablement to Datadobi customers and partners.
- Takes responsibility for proof of value projects. Designs solutions and executes installation, customization and integration across projects of moderate and large scale and complexity.
- Takes ownership for all technical aspects up to hand-over to the Operations team.

#### The successful candidate's required skills and experience:

- Strong communication and inter-personal skills; ability to influence and establish credibility and work with sales, peers, users, customers and partners.
- Strong presentations skills with the ability to present remote (webcast) and direct to audiences of variable sizes – adapting the messaging from technical details to overall business requirements as needed.
- Project management and delivery skills.
- At least five (5+) years' experience.

#### Core Technical Skills:

- Object storage fundamentals.
- NAS fundamentals including SMB, NFS, and multi-protocol access.
- Object and NAS metadata details.
- Data discovery and mobility performance considerations.
- Challenges related to scale in an environment.
- Data Mobility fundamentals relating to file/object data in on-premises, cloud, and/or hybrid-cloud environments.
- REST API fundamentals.

#### **Security, Compliance and Risk Knowledge:**

- Data protection.
- NTFS permissions and ACLs.
- NFS permissions.
- Data lifecycle, retention, WORM, and legal hold.

#### **Metadata Knowledge:**

- Metadata extraction and indexing concepts.
- Data classification (e.g., PII, PHI, ROT data).
- File/object analytics and reporting.
- Classification at scale.
- Using metadata insights to drive cost reduction, risk mitigation, and/or AI enablement.

#### **Preferred AI Knowledge:**

- Core concepts - Machine Learning, Deep Learning, Generative AI, Agentic AI.
- AI data lifecycle and importance of data in training, RAG, inferencing, archival, and re-use.
- Types of unstructured data that are important in AI pipelines.
- Governance and security to manage AI risk.

## **What we offer:**

The successful candidate will receive a competitive remuneration package commensurate with their skills and experience.

OTE \$200K - \$220K + fringe benefits

#### **Why Work for Us:**

Datadobi, a global leader in Unstructured Data Management, is revolutionizing unstructured data management with its StorageMAP platform. Enterprises can make data-driven decisions that transform unstructured data from an expense and risk into a competitive advantage and revenue.

Founded in 2010, Datadobi is a privately held company headquartered in Leuven, Belgium, with subsidiaries in New York, Melbourne, Dusseldorf, and London.

Our agile, high-energy culture rewards top performance and the contributions of those passionate about our collective growth and success as we continue to build the world's most powerful, comprehensive, and real-world proven unstructured data management platform.

