



# PreSales Engineer (APAC)

## Bee part of the Swarm.

Do you want to be part of a company that is a hive of activity?

An enthusiastic team powers us and we strive on the outstanding agility and understanding of customer requirements to always stay ahead. Bee part of a team that creates and develops technology that empowers human development.

ThinkParQ helps customers maximize the value of their data by developing some of the fastest, scalable, flexible, and robust products and solutions for all performance-oriented environments including HPC, AI and Deep Learning, Life Sciences, and Oil & Gas (to name a few).

We are looking for a PreSales Engineer to join our team to deliver superior services to our valued customers and partners across APAC

## Job Description

- Support our sales and channel teams with technical requirements
- Sizing of storage solutions
- Support partners on tender requests
- Ongoing partner training / updates
- Documenting competition landscape / pricing
- Support POC's on customer site
- Technical Alliance engagement for across the region

## Required and Desirable Skills

- Min 5 years experience in a presales role preferably
- Proven consultative approach, including active listening, solution oriented, customer focus, storytelling etc.
- Technical understanding of HPC and AI Environments
- Good technical knowledge around high performance networking, Linux
- Great communication, presentation, and networking skills on all levels
- Competitive landscape overview knowledge is a plus
- Independent working (100% remote )
- Willingness to travel for trade shows and customer / partner visits

## Benefits

- Permanent contract based on 40h/week
- Flexible working arrangements (i.e., family friendly business hours)
- Up to 30 days of holidays
- Work-Life-Balance environment
- An enthusiastic and motivated team, always offering a helping hand.
- Live and virtual team events and meetups

This position is 100% home office / remote. The ideal candidate will be based around Pune / Mumbai, India.

Please send your application to [hr@thinkparq.com](mailto:hr@thinkparq.com)

To learn more about our data protection declaration, please visit:

[http://www.beegfs.io/docs/Data\\_protection\\_declaration.pdf](http://www.beegfs.io/docs/Data_protection_declaration.pdf)

