What is my role as an SE in alignment with Cisco?

Partner with the Account Executives in a pre-sales technical role

Responsible for showcasing Cisco product solutions, customer presentations, many to one hands on sessions, running proof of concepts, etc.

Consult, influence and design solutions to meet our customer's business requirements

Gain access to the broad palette of Cisco technologies and applications in a variety of vertical markets

Keep up-to-date on relevant competitive solutions, products and services. Assist with the development of formal sales plans and proposals for assigned opportunities.

Actively participate as a specialist on assigned Virtual Team and provides consultative support in their area of specialization to other Systems Engineers.

As a New systems Engineer these are your main SE Priorities:

Programmability & Automation

Understanding Business Architecture

Simplicity

Digital Experience

Core infrastructure Focus