



Job Description

Network Systems Engineer (Pre-Sales) - Client to Cloud Networking - Germany

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Company Description

Arista Networks is an industry leader in data-driven, client-to-cloud networking for large data center, campus and routing environments. What sets us apart is our relentless pursuit of innovation. We leverage the latest advancements in cloud computing, artificial intelligence, and software-defined networking to provide our clients with a competitive edge in an increasingly interconnected world. Our solutions are designed to not only meet the current demands of the digital landscape but to also anticipate and adapt to future challenges.

At Arista we value the diversity of thought and perspectives that each employee brings to the table. We believe that fostering an inclusive environment, where individuals from various backgrounds and experiences feel welcome, is essential for driving creativity and innovation.

Our commitment to excellence has earned us several prestigious awards, such as Best Engineering Team, Best Company for Diversity, Compensation, and Work-Life Balance. At Arista, we take pride in our track record of success and strive to maintain the highest standards of quality and performance in everything we do.

Who You'll Work With

We are experiencing tremendous growth and have an immediate need for a self-motivated Pre-Sales Network Systems Engineer to provide pre-sales technical support for our customers and prospects in Germany.

The Systems Engineer is a critical component of the Arista Sales process. The main responsibility of the Systems Engineer is acting as a trusted advisor to our customers and prospects to identify opportunities, gather requirements and design creative solution

What You'll Do

- You will proactively partner with Arista Account Managers to understand and solve customer challenges and conduct (white board) network architectural sessions and Arista product presentations
- You will architect, design and propose Arista Data Center, Routing & Campus network and security solutions to help generate new or additional sales
- You will perform hands-on customer proof-of-concepts and (initial) network deployments using state of the art products and features
- Leading customer feature requests from customer requirements to implementation to deployment
- Provide (customer) feedback to Product Management and Development
- Represent Arista at industry events and conferences
- Author white papers, blogs and articles on technology and products
- You will create design guidelines and recommend improvements to customers for the networks they support

Qualifications

- Highly-motivated, passionate, technical, proactive and flexible team player with the willingness to step out of your comfort zone
- Fluent in German and English (written and spoken)
- Ability to travel on a National or Neighboring Country (if required) basis to support customers
- Networking design and implementation experience
- Practical experience with routing and switching, including relevant protocols
- Recent experience in Data Center, Routing and/or Campus network architecture designs
- Excellent presentation skills
- Recent hands-on CLI experience highly desired
- Excellent presentation skills