



## Job Description

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

DENOG attendee: Florian Hibler <florian@arista.com>, Patrick Mathy <pmathy@arista.com>, Michael Pergament <mp@arista.com>  
Applications to: Ed Sheppard <esheppard@arista.com>

#### Who are we?

Arista Networks is an industry leader in data-driven, client to cloud networking solutions for large data center, campus and routing environments

Our primary goal is delivering the highest quality networking software and solutions to our customers and we work hard to always advance our customers' best interest. We believe that each of our employees has an important contribution to make towards that goal and expect everyone to have quality and customer experience at the forefront of their minds

#### What will you do?

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 are your responsibilities:

- 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 technical responses to RFP/RFQs
- 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
- Keep up-to-date on competitive solutions, products and services
- Author white papers, blogs and articles on technology and products

#### What do we expect:

- 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)
- Sales attitude: Ability and passion to proactively work as a team to drive new business
- Ability to travel on a National or Neighboring Country (if required) basis to support customers
- Technical degree required
- Networking design and implementation experience
- CCIE, JUNCIE or Industry Equivalent