* As a Presales Architect, taking care of sales engineering for product/service offerings within the USA, APJ, and EMEA regions-
  + Leading the EMEA and APJ regions. Frequent traveling to participate in trade shows, joint events, partnership building, etc.
  + Pitching the Product and Solutions for any new customer opportunities.
  + Leading the Sales Conversations, Capability Presentations, Demo, POC, and Use-case solution design
  + Participating as a speaker in various events and partner workshops
  + Solution design/ architecture definition, estimations, and project planning.
  + Optimum sizing as per customer use-case and budget
  + Providing post-sales support to newly onboarded Customers.
  + Ownership of the entire Proposal process (RFI/ RFP/ RFQ, SOW, MSA, etc.)
  + Process management for vendor empanelment, tender submission, etc.
  + Technical consultancy, solution design/architecture, technology selection, delivery roadmap, development, and training in cloud and data engineering space.
  + End-to-end awareness of cloud modernization programs for data warehouse and analytics solutions. Technical expertise in AWS, Azure, Databricks, etc.
  + Working closely with partners (SI/GSI/Hyperscalars) to formulate the GTM strategy and complete exposure in the partner funding programs (AWS MAP/POC. MS ECIF, Databricks DCIF, etc.)
* Top skills
  + Cloud Consulting
  + Strategy
  + Technical Presales
  + Enterprise Architecture
  + Budgeting and project planning