

Position Title: Pre-Sales Engineer - Avaya

Location:

Westcon Office locations are in Pittsburgh PA, Tarrytown NY, Lafayette CO, Omaha NE, Chantilly VA and Chicago IL. Remote/Home office will be considered.

Company Overview:

Westcon Group is a value added distributor of category-leading unified communications, network infrastructure, data center and security solutions with a global network of specialty resellers. Our teams create unique programs and provide exceptional financial and technical support to accelerate the business of our partners. Westcon Group is comprised of individual operations under the Comstor (Cisco-focus) and Westcon (Avaya, Polycom & Security focus) brands, creating a global distribution business throughout North America, Africa, Asia, Australia, Europe and South America. We are committed to the delivery of superior service based on a foundation of honesty, integrity and ethical treatment.

Our employees are as important as our customers and we take pride in recognizing their outstanding talents and efforts.

Visit our website at www.westcongroup.com for more information.

Purpose of the Position:

A Technical Sales subject matter expert focused on the Avaya Small and Medium Business (SMB). This incorporates convergence & data product portfolios to provide product design support and recommendations to resellers. This position will provide system design, training, and consulting support to Westcon Account Managers supporting reseller opportunities. In addition this role is responsible for supporting business tools and programs to assist in growing new business.

Qualifications:

- Avaya certifications related to the sale or support of the Avaya IP Office Product
- Experience in providing Pre-Sales design and support on Avaya Products
- Experience providing Pre-Sales support for additional vendors like Extreme, Brocade, Cisco, ShoreTel, Polycom, Acme Packet, AudioCodes or similar vendors is a plus.
- Strong understanding of TDM and VoIP technology
- Strong understanding of IP and route/switch infrastructure technologies
- Professional level experience using Microsoft Word, PowerPoint and Excel
- Applicant must possess the following Professional Skills
 - Experience speaking in small and large group settings
 - Ability to present technical material to non-technical audiences
 - Ability to work independently in a dynamic setting
 - Excellent communication and writing skills
- Ability to travel up to 25% of the time
- Minimum 5+ years of related work experience
- Associates Degree or higher in the field of Computer Science, Engineering, or Telecommunications preferred

We are an equal opportunity employer offering a competitive salary plus a comprehensive benefits package including 401k, medical and dental insurance, paid time off, training and advancement opportunities. Interested candidates please email resumes to: resumes@Westcon.com.