Senior Systems Engineer - Broadsoft

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Company: Avira Technologies

Location: Lahore

Category: other-general

BroadSoft, now a part of Cisco's Unified Communications Technology Group, is looking for a Senior Systems Engineer to act as an expert overlay to the new Webex Calling (based on BroadCloud) and BroadCloud Calling services, supporting Cisco Account Managers, fellow Systems engineers, plus partner and customer facing pre-sales and post-sales engagements across the US.

In this role, the Senior Systems Engineer will identify key partner and customer requirements, present the corresponding Cisco/BroadSoft solutions, architectures and value propositions to all levels of the customer organization including the C-level executive team.

You will support the Cisco/BroadSoft US Systems Engineering team with the development of account plans that include both Cisco and BroadSoft Collaboration solutions.

You will help Cisco's Partners adopt and deliver Cisco's Webex Calling and BroadCloud Calling services to end customers, by providing technical and operational expertise across Cisco's Collaboration portfolio, with a focus on the BroadCloud based services

You will work to understand the business requirements for target customers and then convert them into technical requirements

You will understand and articulate Cisco's and BroadSoft's collaboration technologies architectures and services

You will develop and present technical solutions and architectures to customers, partners and prospects.

You will drive identified major account opportunities (i.e. technical consulting, upper-level

management presentations, and Cisco technology solutions) while allowing the local account team to maintain long-term ownership of the customer relationship

You will interface with BU stakeholders to ensure that Cisco services ultimately meet the need of partners and end customers

Job SpecificationYou have 3+ years of experience in VoIP network architecture, products, services and solutions including pre-sales experience with traditional telecommunications Service Providers and/or Cisco VARs.

You have a deep understanding of the complete Cisco Collaboration portfolio.

You are aware of Collaboration trends within the industry.

You have a strong understanding of the VARs communications/collaborations requirements for the business/enterprise market.

You have a deep understanding and proven operating experience in end to end business telephony service delivery and solution deployment.

Pre-existing knowledge of BroadWorks or BroadCloud is preferred but not mandatory.

You have proven operating experience in one or more of the following areas Voice, Video, Mobile Communications, and Fixed Mobile Convergence.

Familiarity with VAR and Service Provider networks, process, systems, and operating models.

Familiarity with Operation Support Systems (billing, call rating, problem reporting, provisioning, testing, and service activation systems/platforms)

Information Technology and Services - Lahore, Pakistan

#J-18808-Ljbffr

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