



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

DELL TECHNOLOGIES

Virtual Campus Recruitment – 2021 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 7th December 2020 by 5 PM

Company	Dell Technologies		
Website	https://www.dell.com		
Batch	2021 Passing Out Batch		
Date of Campus	Will inform be informed		
Job Title	Associate Sales Engineer Analyst		
Eligible Degrees	B.Tech / MCA		
Eligible Branches	All Streams except ME/MAE		
Eligibility Criteria	10th	-	60 % Criteria
	12th	-	60 % Criteria
	Graduation	-	60 % Criteria
	Post-Graduation	-	60 % Criteria
Location	Pan India		
Compensation (CTC)	INR 8.00 LPA		
Job Requirements	<ul style="list-style-type: none">Clearly understand the request and provide a solution from personal knowledge assisted by local tools, product documentation, and escalation to subject matter experts within the agreed turnaround time by the requesterTrack and report the remote presales activities conducted for a given timeframe to showcase goal achievement and differentiated outcomesDemonstrate ownership of assigned activities and prioritize activities based on the current needsStrong Remote collaboration skills, excellent presentation and communication skills and the ability to adapt to communication style depending on the audienceOffer timely support for all the activities you will be engaged and act swiftly for any mission-critical scenarios or requests		

	<ul style="list-style-type: none"> • Broad knowledge of the computer systems environments, Operating Systems and the industry's most popular applications and products • In-depth experience with the operation, installation, and maintenance of several Dell Technologies products or their industry equivalents • Understand and be able to work questions within the most popular systems and environments in which Dell Technologies products operate • Individuals will have the ability to utilize vendors web sites and public knowledge base to clarify or identify solutions needs • Expand knowledge of Dell Technologies products • Sales/presales process awareness • Experience working in or with Dell Technologies field Sales teams • Customer service orientation • Theatre/division awareness • Solution orientation • This role will require working in Americas East Coast shift (6 PM – 3 AM (IST)).
Roles & Responsibilities	<ul style="list-style-type: none"> • Remotely collaborate and partner with Presales and Sales teams in a way to accelerate sales motion which will directly benefit the Presales and Sales community in your assigned sales district or presales teams. Some of the Presales activities are, <ul style="list-style-type: none"> a) Developing or architecting solutions based on inputs from presales teams b) Perform technical configurations of Dell Technologies storage products using internal configuration tools to understand the solution specification and pricing c) Develop Proposals that will be used by presales and sales teams to highlight to the customer about the Dell Technologies proposed solution d) Construct the solution or environment in the form of Technical Drawings to simplify the messaging to customers e) Custom build tools or processes for a scenario encountered where standard operating procedure does not exist • As a remote SE you will be responsible in the following areas to maintain information for your assigned sales district or presales team, <ul style="list-style-type: none"> a) Documentation of customers existing environment by using various tools and techniques b) Develop Assessments for customers storage systems and environment using various tools and techniques c) Maintain a cleaner install base of customers installed storage hardware • Participate and contribute to account planning and other sales planning calls with internal account teams and customers • Develop strong knowledge on Dell Technologies Storage products by participating in various training programs • Develop and maintain good business relationships with your key stakeholders such as Presales SE, Sales Reps, Customers, SE Managers, etc.

	<ul style="list-style-type: none"> • Participate and constantly achieve good results in periodic evaluation programs that will help in growing your Remote SE skills and personal development • Escalate problems encountered in the field to appropriate Remote SE Manager • Be a strong advocate of Presales Solution Services and the Presales brand of Dell Technologies
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 5:00PM, 7th December 2020</p> <p><u>CLICK HERE</u></p>

My Best Wishes are with you!

Prof (Dr.) Ajay Rana

Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)

Senior Vice President – Amity Education Group

Dean – Industry & Academia Alliance

Advisor – Amity Education Group