



Pre Sales Engineer

Job Type:	Permanent Full Time
Department:	Sales
Time Zone:	GMT
Location:	Maidenhead, UK
Reporting To:	Sales Director, N. Europe
Start Date:	ASAP

About Alfresco

Alfresco is the leading open source alternative for enterprise content management. It couples the innovation of open source with the stability of a true enterprise-class platform. The open source model allows Alfresco to use best-of-breed open source technologies and contributions from the open source community to get higher quality software produced more quickly at much lower cost. The target market is aimed at large organizations in the Public Sector and also the Global 2000. Customers include Yell.com, Connaught plc, several well-known investment banks, the world's number one and two computer games manufacturers and numerous govt. bodies and departments.

Job Description

Alfresco's Pre-Sales Solution Engineer will be an integral part of the small UK Sales team in handling technical product & solution enquiries from both prospective Customers and partners. As the Alfresco software is truly an **Enterprise** Content Management platform, the role will focus on the Web Architectures and Web Technologies that underpin the software. The role will also require the successful candidate to be able to present high level demonstrations of the various elements of Alfresco such as Web Content Management , Document Management, Collaboration and Records Management.

The successful candidate will need to be technically skilled and demonstrate a high level of understanding of Enterprise level WCM/ECM implementations. Communication at multiple levels is also key, articulating effectively to technical architects, developers, IT system administrators and non-technical content authors alike. The role also requires an awareness of the sales process.

As Alfresco is a UK company and the engineering, documentation, QA, and a substantial part of the Support team are based in the Maidenhead office, this offers a rare opportunity to be close to the heart of the technology.



Job Responsibilities

- Involvement with product inquiries originated from prospects and/or partners.
- Product demonstrations (either through on-site demos, remote / controlled demos using Internet-based tools or hosted trials, participation to trade shows etc.)
- Management & coordination of related follow-up activities
- Adaptation/Customisation of pre-sales presentations & materials to the local markets targeted
- Liaison with the core Alfresco product development team with regards to product roadmap, functionalities, technical questions etc.

Person Specification

- Must be technically skilled with a customer-centric mind & exceptional communication skills
- Ability to work independently, learn quickly, be proactive and to go a “step further” than regular job responsibilities when required.
- Passion for working in an international, leading-edge environment with associated challenging objectives & fast-evolving company organisation and market
- Typically requires 3+ years minimum experience in a consulting, project leadership, solutions engineering or a senior support position
- A good understanding of web technologies is essential with experience of Web Content Management also important
- A good understanding of the ECM market (concepts, products) will be highly valuable and represents a significant advantage.
- Experience with the Open Source market & trends desired.
- Full driving licence is essential
- Must be fluent in English, both in written and verbal communication skills.
- Positive attitude towards both being mentored and providing mentoring to others.

Technical skills

Essential skills

- Detailed understanding of Web architectures and related technologies.
- HTML, Java Script & XML technologies – to enable creation of a customised demo using the Alfresco's APIs)
- Knowledge of OS (Windows & Linux), RDBMS (MySQL, Oracle, SQL Server), Application Servers (Jboss, Tomcat) - i.e. all major layers of the technical stack required by Alfresco products – and ability to configure / troubleshoot quickly installs or configurations issues

Desirable skills

- Current experience of working for a WCM vendor.
- Java and J2EE Environments
- Experience with Hibernate, Spring Aspect-Oriented Framework and the Lucene Text Search Engine.
- Knowledge of JSR170, JSR-168 Portlet Specification, JSR-127 Java Server Faces



Alfresco offer:

- Competitive compensation package
- Highly challenging and rewarding environment
- Ability to impact the business
- As an equal opportunity employer, we hire without consideration to race, religion, creed, color, national origin, age, gender, sexual orientation, marital status, veteran status or disability.

Freedom to Act:

This role will report to and work closely with the Sales Director, Northern Europe although it is expected that the individual will work largely independently and need minimal supervision.

Travel:

The role is expected to be 60% office based with the remaining time requiring travel to prospect and visit customer sites.

Location

M Maidenhead, UK

Contact

www.careers@alfresco.com