



## JOB OPENING

# PARTNER SOLUTIONS ENGINEER (EUROPE)

### Overview:

*Resello is part of Pax8, the leading value-added cloud-based SaaS distributor. Together we are simplifying the cloud journey for our partners by integrating technology, business intelligence, and proactive service to deliver an unparalleled experience. Serving over 10,000 partners through the indirect sales channel, our mission is to be the world's favorite place to buy cloud products.*

*We are a fast-growing, dynamic, and high-energy organization with a start-up feel, allowing you to make a meaningful impact on the business.*

### Position Summary:

Pax8/Resello are seeking a Solution Engineer to deliver amazing pre-sales cloud product demonstration experiences. You can choose to become a subject matter expert on multiple cloud products from more than 20 best in class cloud vendors in Europe across areas such as **productivity, infrastructure, continuity and security** including: Bitdefender, Azure, O365, Acronis, Microsoft, Dropsuite, Vade, Ironscales etc.

Our mission is to be the world's favourite place to buy cloud products. As the leading value-added cloud-based SaaS distributor, our Solution Engineers start our partner relationships with a uniquely differentiating pre-sales engagement.

### In this role you will experience:

- Continuous personal growth and knowledge expansion
- Cloud vendor, partner and product knowledge expansion
- Daily interaction and variety with partners, vendors and sales teams
- Bringing cloud products to life for partners sharing the capabilities and benefits

You'll expand your technical knowledge through supporting the post-sales onboarding & implementation process for our valued Partners.

You'll also enhance your presentation expertise by creating and sharing technical content through video and documentation.

## Essential Responsibilities (includes, but is not limited to):

- Demonstrating the technical and commercial value of a selection of Pax8 / Resello product solutions.
- Driving initial configuration and architecture guidance for a variety of customer environments.
- Assisting partners with proof-of-concept deployments and responding to RFIs.
- Working closely with our Sales team as a subject matter expert for a particular product-set.
- Producing product specific guides and videos.

## Ideal Skills, Experience, and Competencies:

- 2 – 3 years technical and/or pre-sales work experience (including online presenting)
- Ambitious to constantly learn new and challenging platforms
- Strong ability to blend technical and social engagement
- Ability to communicate clearly about complex concepts in simple terms
- Genuinely passionate about customer service
- Are undaunted by troubleshooting deployments in unknown ecosystems
- Fluent speaker of French, German or Dutch and you also master the English language.

Supporting your personal growth will be an in-depth induction, a structured career path and access to the Pax8 university for all your training needs. Continuous learning is achieved through attaining certifications, personal development time or through accessing vendor specific training - we invest heavily in our employees

## Work Environment:

The modern workplace is in our DNA so working from home is not a problem. However, teamwork is also valuable, so we do encourage you to regularly come together in our offices in the Netherlands (Zwolle), Belgium (Brussels) or in Germany (Frankfurt).

We offer an international and dynamic job with a high degree of responsibility and fun, in one of the coolest and fastest growing industries in the world: IT. There is plenty of room for personal growth and you will be working closely with your energetic and skilled teammates.

## Physical demands:

Sedentary role; primarily involves sitting/standing.

## Travel Requirements:

Travel is infrequently expected.

## People Org Details:

Location: Zwolle (NL), Eschborn (Germany), Brussels (Belgium)  
Position Status: Full-time / Part-time  
Position Code: SE

## Apply for this job

Please send an email with your resume and motivation to [mirza@allstar.nl](mailto:mirza@allstar.nl).  
For questions, please contact Mirza Osmanagic by email or on phone number +31 6 53 18 65 96.

Does this position not match your interest or experience? Don't worry, we also accept open applications.

*Please note that acquisition regarding our vacancies is not appreciated.*