

Position Profile Kaspersky Lab – Systems Engineer

Background:

With more than a decade of experience in the computer security industry, the experts at Kaspersky Lab have created one of the most highly regarded security labs in the world. Today, more than 150 developers and engineers - operating from five research and development and virus labs worldwide - disarm more than 200 viruses every day. From these same labs come the sophisticated security solutions and regular updates that now protect 200 million users in more than 50 countries around the world. The company's products are considered premium and are priced accordingly, offering features, such as automated hourly anti-virus updating, that other, better known competitors do not. The company sells to home and SOHO users, SMBs and enterprise customers. Kaspersky recently received CNET's highest honor with their coveted 2006 Editor's Choice Award for anti-virus products and PC World has called the company "Best of Breed Security".

Headquartered in Moscow, Russian Federation, with North American headquarters in Boston, Massachusetts, Kaspersky Lab has more than 650 employees operating in eleven locations throughout the world. Kaspersky provides best-of-breed protection against viruses, spyware, crimeware, spam and hackers to more than 100 highly respected IT, networking, and messaging vendors around the world who integrate the Kaspersky technology to provide the most effective and imminent protection for their users.

Location:

The two positions are located in the North American headquarters in Woburn, Massachusetts and California, respectively.

Position Overview:

As a key member of the Kaspersky team, our candidate of choice will report directly to the Director of Support & Services. This professional will work in conjunction with the sales team to educate prospective customers on Kaspersky's line of enterprise products. This individual will keep informed of ongoing product development for Kaspersky's full line of business and consumer products and act as a product champion, communicating the products' strengths to prospects. Essential to the short and long term success of this professional will be his/her ability to demonstrate feasibility of Kaspersky's products during the qualifying process, confirm the products meet the prospect's requirements, and assist sales in technical qualification. The chosen candidate will provide technical support in sales presentations, product demonstrations, and customer consultations to ensure the client's solutions are functioning according to specifications. He/she will be responsible for providing answers to customer inquiries concerning system software and applications and also provide software development and consultation to prospective users.

Specific Responsibilities:

- Drive the technical pre-sales process and act as a technical resource for the Sales team for the Kaspersky product line.
- Deliver exemplary pre-sales technical presentations, demonstrations, and consultations to Kaspersky small/medium/enterprise customers, partners, VARs, and large account resellers; influence customer technical requirements and position products relative to competition.
- Develop an ongoing relationship with customer's technical organization and maintaining high degree of satisfaction with client's solutions.
- Create and maintain strong and reference-able business relationships with key customer contacts and decision makers

- Build business value around Kaspersky's solutions and penetrate existing customer base to increase revenue opportunities
- During the qualifying process, confirm that products meet the prospect's requirements and assist sales team in technical qualification and positioning of products relative to competition.
- Create and manage the technical aspects of RFI and RFP requests.

Qualifications:

Our candidate of choice will have broad information technology and software experience with emphasis on deployment, network management, security, managing a distributed environment supporting disparate systems and/or providing pre-sales support in an equivalent environment. This position demands a professional who has self-confidence, a sense of urgency, poise, is a self-starter, and has an ability to overcome obstacles with a "can-do" attitude. Our candidate of choice will have the experience and knowledge base allowing him/her to make an immediate impact on the organization.

- 7+ years of related technical experience, installing, designing, managing, administering, and supporting an enterprise network.
- Expertise in the following disciplines: network administration & management, network performance monitoring & analysis, Help Desk/ Desktop support solutions, Enterprise Anti Virus solutions or Network Security & Encryption solutions.
- Previous sales/systems engineering experience preferred.
- Ability to communicate effectively on technical issues.
- Ability to manage multiple tasks and projects simultaneously.
- Excellent communication and presentation skills both verbal and written.; WebEx and conference call discussions are a critical part of this position.
- Up to 50% of travel required.
- BS Computer Science or equivalent experience in computer applications preferred; industry certifications in specific technologies may apply.

Capstone, Inc.

Amy Johnson, President
amyj@capstone-inc.com

Mike Myers, Project Manager
mikem@capstone-inc.com

Voice: (518)783-9300 Fax: (518) 783-9328