

DO YOU?

- Do you find working with teams that build new enterprise infrastructure products from the grounds-up exciting?
- Do you like the idea of bringing new products that disrupt the infrastructure market to customers?
- Do you like to be part of an excellent team capable of handling any challenge?
- Do you repeatedly find yourself learning and applying, rather than copying?

If it is a resounding YES to all the above questions, Datamotive is interested!

JOB TITLE: Pre Sales Architect**ROLE DESCRIPTION**

The ideal candidate will be passionate about utilizing your customer facing skills to fullest while representing Datamotive within a customer's environment and drive discussions with senior tech executives. With your deep technical background you will be interacting with customer's IT operations, cloud architects and disaster recovery team and would be responsible for designing and implementing the system architecture using Datamotive software products. This role will provide the platform to utilize your technical skills to understand customer environments and propose scalable, reliable architectures for migration and disaster recovery solutions that meet the business and technical requirements of Datamotive customers. Here you will be able to demonstrate your ability to think strategically about business, product, and technical challenges.

WHO WILL LOVE THIS JOB?

- Attracted to creativity, innovation, and eagerness to learn.
- Alignment to a fast-paced organization and its short-term and long-term goals.
- An engaging, open, genuine personality that naturally encourages interaction with individuals at all levels.
- Strong value system and sense of ethics.
- Absolute dedication to customer focus.
- Build balance of experience, knowledge and new learnings

ROLE & RESPONSIBILITIES

- Propose and professionally demonstrate Datamotive products through presentations, white board, demo's, pilots, "proof-of-concepts", etc. for prospective customers and partners
- Work closely with the Sales team covering the technical aspects of the opportunity
- Ability to understand the current state architecture, network and present solutions for Datamotive product enablement.
- Responsible for analysing customers IT infrastructure and operations landscape and proposing the Datamotive products and solution architecture.
- You will work with customers' and Datamotive peers to map/model business requirements & user patterns to technology & performance requirements.
- Ability to define and develop automation scripts around Datamotive product deployment, migration and disaster recovery.
- Build strong customer focussed mindset for qualifying product features and use cases.

- Assist in Identifying, Researching & Designing newer features and cloud platform support in areas of disaster recovery, data protection, workload migration etc.
- Front facing customers for product introduction, knowledge transfer, solutioning, bugs triaging etc.
- Assist write technical documentation, generate marketing content like blogs, webinars, seminars etc.

TECHNICAL SKILLS

- 3 – 8 years of experience in IT infrastructure, migration and disaster recovery space as Pre-Sales Architect
- A strong understanding and demonstrable experience with at least one of the major public cloud platforms (GCP, AWS, Azure or VMware)
- Ability to leverage CLI's for creating automation scripts.
- Programming knowledge in either of GO Lang, Python, Shell scripts or Powershell.
- Exposure to DevOps, DevSecOps, FinOps and relevant tools/frameworks like Terraform, CloudFormation, Ansible etc.
- Should be a computer science graduate with strong fundamentals & problem-solving abilities.
- Knowledge with common Software licensing practices (cloud, subscription, term, support etc.)
Excellent written, presentation, communication skills and the ability to build / maintain business relationships.
- Ability to work in an organised, procedural manner using tools such as Zoho, Jira, Jenkins etc. to facilitate/process customer information and associated technical notes.
- Enterprise application exposure - SAP, Oracle, Exchange, db2, SharePoint, Kubernetes, Custom Microservices based architecture etc.
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WHAT'S IN IT FOR YOU?

- **Impact.** Backed by our TEAM, Investors and Advisors, Datamotive is on the path to rapid growth. As we take our products to the market, your position will be vital as you play a crucial role in innovating and developing our products, identifying new features, filing of patents, while also gaining personal experience and responsibilities. As a key player in our company's success, the impact of your work will be felt as we grow as an organization.
- **Career growth.** At Datamotive, we highly value the input made by each employee to help us achieve our company goals. To this end, we strive to ensure that everyone has access, and exposure to be up to date in the industry, to learn and improve their expertise. We ensure that each employee is given exposure to understanding the functional and technical elements of our products as well as all related business functions. As your knowledge grows, so do the opportunities for advancement to more senior opportunities or into other areas of our business. We strive to be a company where you can truly chart out a career path for yourself.

ABOUT DATAMOTIVE

Datamotive is a series-A, institutional VC funded, software product start-up in the Hybrid Multi-Cloud Workload Portability space. The Datamotive platform and its products are built on unique, patented technologies and provides several 'industry first' features to a USD 25B+ cloud infrastructure industry.

Datamotive is targeting various enterprise infrastructure use cases including,

- Cloud Disaster Recovery
- Workload Migration and

- Ransomware Recovery

Datamotive technology is industry vertical agnostic and all major enterprise verticals like Telecom, Healthcare, FinServ, Manufacturing will be targeted to develop a strong customer demography. The goal for Datamotive is to disrupt this data protection and infrastructure resiliency market by following a customer and innovation first approach.

We're a group of entrepreneurial, hardworking, geeky-in-a-good way problem solvers. Guided by our values, we nurture a TEAM focused culture that invests in people and creates opportunities for advancement across a broad spectrum of career paths. We prioritize work-life balance and foster an environment with the space to take ownership, to be heard, and to carve a path for your individual accomplishments to help drive our success. At Datamotive, everyone has a voice, and the best argument always wins, regardless of who makes it.

Datamotive Technologies Pvt. Ltd. is headquartered in Pune, India and recently closed its first funding round from well-known, institutionalized venture capital firms in India. Datamotive is also proud to be part of the start-up accelerator programs of NetApp, Cisco & Google. We have a very strong advisory backing from well-known industry experts.

If you feel Datamotive could be a great fit for you, do reach out to tushar@datamotive.io or yogesh@datamotive.io