

BMC PreSales Graduate Program

Are you a recent graduate, enthusiastic about public speaking, innovative IT solutions and keen to flex your powerful interpersonal skills and analytic mind?



Then come join the BMC Graduate Program for Presales and gain the skills and experience you need to become a highly valued Presales Solution Engineer – a problem solver and subject matter expert for some of the world's biggest companies. In just six months, you'll learn everything you need to develop a successful career at BMC and our partner ecosystem. We're a big company, with a start-up attitude where our innovative solutions make the difference!

BMC helps customers run and reinvent their businesses in the digital age by tackling their IT management challenges, championing their innovation, and celebrating their success.

WHAT YOU WILL LEARN

As part of the BMC Graduate Program, you will learn/improve your:

- Ability to communicate technical and business information to a varied audience (technical and non-technical customers).
- Technically savvy towards IT Service Management / IT Operations Management / Service Support / ITIL
- Experience working on our flagship Helix portfolio
- Ability to develop a broad awareness of the client's technical architecture and emerging technologies with enough knowledge to determine what is and is not possible: AWS, Azure, GCP, AIOps, IOT, AI/ML, Edge-Computing...
- Analyze customer needs through research and troubleshooting followed with recommending a solution.
- Excellent interpersonal relationship skills.

PROGRAM STRUCTURE

- **Month 1** > Learn all about BMC as a company and our portfolio, focusing on BMC Digital Service & Operations Management solutions
- **Months 2-3-4** > Develop your soft skills and explain/demo capabilities, including presales enablement around our Engagement Excellence process
- **Months 5-6** > Put everything in practice attending real customer meetings and building BMC engagement excellence deliverables

APPLICATION CRITERIA

- **Outstanding** academic performance
- Undergraduate student in last year of your bachelor's programme (Computer Science, Telecommunications, others)
- **Ambitious** and **entrepreneurial** (e.g. demonstrated by course work /extracurricular activities)
 - Demonstrated interest in **IT management** and **new market trends**

HOW TO APPLY

- If you are interested to learn more about our BMC PreSales Graduate Program, please, contact us at welcomegraduates@bmc.com

About BMC

BMC delivers software, services, and expertise to help more than 10,000 customers, including 92% of the Forbes Global 100, meet escalating digital demands and maximize IT innovation. From mainframe to mobile to multi-cloud and beyond, our solutions empower enterprises of every size and industry to run and reinvent their businesses with efficiency, security, and momentum for the future.

BMC—Run and Reinvent

www.bmc.com