



Rachel Spector

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Describe your overall duties/ responsibilities as a Systems Engineer:

I am a Systems Engineer (SE) on the Microsoft Account team. As an Systems Engineer I am a trusted advisor that suggests and sells Cisco solutions that help Microsoft achieve its business goals and address their challenges. I love that no two days are the same as there are so many different groups and areas in Microsoft we talk to, so the work never gets boring.

Explain the skills/abilities that are required for being successful in your role:

To be a Systems Engineer you have to be a problem solver and a good listener. You must be able to ask lots of good questions in order to fundamentally understand what a customer is trying to accomplish and to suggest the best solution that will address their needs. As the industry moves towards a recurring revenue model with software, understanding how automation and DevOps play a role in business is incredibly important as well. Be a person that never shies away from a challenge or a difficult problem because that is where your best learning and growth happens!

What advice would you give to students who are considering majoring in Electrical & Computer Engineering?

Being a Systems Engineer does not require a specific engineering major, so study whatever you are most passionate about. I chose to major in ECE because I was passionate about technology and understanding how hardware and software interact with each other to create the technology we use every day. I had no idea what a Systems Engineer was until I interned in a technical sales position, so my advice would be to be open to different kinds of roles and jobs you never thought you would have an interest in. I had no idea I could be an engineer in a sales position. I love it because I get to bring my passion for technology, love of working with people, and desire to solve big problems together!

