

Senior Sales Consultant (Pre-Sales Engineer)

Location: North America

Our **Sales Engineers** work very closely with their geographical or vertical sales team, which consists of an Enterprise Accounts Manager (EAM) and a Product Sales Specialist (PSS). The SE is a high impact, very visible role responsible for ensuring an enterprise adoption of <company> software and solutions, and closing enterprise transactions within the named geography or vertical. Performing a variety of tasks at named accounts, the Sales Engineer relies on extensive experience and judgment to plan and accomplish goals. This may also include leading and directing the work of others. A wide degree of creativity and latitude is expected.

Requirements:

- ✦ Must have "technical" account management experience with enterprise accounts.
- ✦ 5-8 years of technical pre-sales experience.

- ✦ 2-4 years of enterprise solution selling experience. Sales methodology training a plus.
- ✦ Ability to collaborate with and motivate multiple groups toward accomplishing a task.

- ✦ Charismatic and energetic self-starting personality.
- ✦ Proven track record of selling services as part of a solution.

- ✦ Ability to see and present "the big picture" and offer solutions to make it better.
- ✦ Strong customer-facing and relationship building skills.

- ✦ Experience with enterprise applications, security, systems management, business continuity solutions a plus.
- ✦ Ability to travel up to nn percent of the time, including international if necessary.

- ✦ BA/BS or equivalent required.

Responsibilities:

- ✦ Understand the customer's high-level business challenges globally and locally.
- ✦ Match <company> solutions to customer's business and technical requirements.

- ✦ Present <company> value proposition to customers and partners.
- ✦ Become a trusted advisor within selected accounts.

- ✦ Sell professional services consistently as part of a total solution.
- ✦ Assess potential application of company product and services and offer solutions that meet customer needs.

- ✦ Research and present reports showing customers the cost benefit of purchasing company products or services.
- ✦ Provide technical training to clients and communicate customer feedback into future product developments.

- ✦ Use technical knowledge of product offerings to support and build sales.
- ✦ Define and implement a go-to-market strategy for each global account to ensure technical adoption of <company> solutions.

- ✦ Identify new customer projects for <company> solutions.
- ✦ Present <company> vision, strategy and product roadmaps to executives and technical management.

