

Job Title

Enterprise Sales Engineer

Location:

Field – Several geographic areas available

Travel Involved:

30-40% within region

Job Type:

Full Time

Job Level:

5+ years experience

Education:

Bachelors Degree or Equivalent

Category:

Sales - Engineering

Position Summary

The Enterprise Sales Engineer's (ESE) primary role is to partner with Territory Managers to achieve sales and revenue goals, evaluate technical requirements of new sales opportunities and develop technical solutions that can successfully meet the needs of prospects. ESE's will also have some implementation and post sales responsibilities.

Key Responsibilities

Ensure revenue quota, deployment, and service objectives are met while maintaining a high level of prospect/customer satisfaction.

- A technical point of contact for prospects, customers, partners and sales.
- Position and present LANrev solutions and technical proposals to prospects and customers.
- Attend and present at industry trade shows.
- Drive and support pilot implementations of LANrev.

Requirements and Qualifications

- Strong interpersonal and organizational skills.
- Excellent written, oral communication, and proficiency in presentation and client facing skills.
- Strong multi-platform background including all Windows and Mac OS platforms.
- Knowledge of networking environments and complex installations.
- Experience with desktop management software preferred.
- Ability to work in the field, and be self-managing with excellent time management skills.
- Self-disciplined and have the ability to work independently and as part of a team.
- Proficient, well-rounded experience in technical consultative selling to multiple levels within a complex organization.
- College degree or equivalent.

- 3 + years experience as a Sales Engineer supporting Enterprise accounts.