



Total Solutions for Security Professionals

JOB DESCRIPTION

POSITION OVERVIEW

The Sales Engineer is the primary technical resource and point of contact for the Sales Territory. The position is responsible for actively driving and managing the technology assessment stage of the sales process, working in conjunction with the sales team as a key technical advisor and product advocate for our products, as well as providing proper product training to customers and other members of the sales team. The Field Sales Engineer must be able to articulate technology and product positioning to both business and technical users.

ESSENTIAL JOB FUNCTIONS

- Plan and modify product configurations to meet customer needs.
- Confer with customers to assess equipment needs and to determine system requirements and offer product training
- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Partner with sales teams to develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Sell products requiring extensive technical expertise and support for installation and use, such as computer systems.
- Diagnose problems with installed equipment.
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers.
- Provide technical and nontechnical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment.
- Perform other duties as assigned

ESSENTIAL REQUIREMENTS

- Self-motivated with a proven track record in CCTV, computer network, and knowledge of technology.
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base.
- Must possess strong presentation skills and be able to communicate professionally in

written responses to emails, RFPs, and when submitting reports.

- Organized and analytical, able to eliminate sales obstacles through creative and adaptive technical approaches.
- Strong knowledge of core technical and solutions concepts.
- Demonstrated success and leadership in project management
- Demonstrated effective leadership competencies.
- Ability to collaborate with cross-functional teams to attain business objectives.
- Advanced level PC skills to include MS Office and MS Project.
- Must be prepared for travel.
- 3-5+ years relevant experience in engineering and technical support
- 2 years of relevant experience in IP (network) CCTV product.
- Experiences and familiarity in surveillance, IP camera, DVRs, electronics equipment and instrument related industry a plus
-

OTHER REQUIREMENTS

- Domestic and/or International Travel may be required
- Bend, lift, open and move product in weight

EDUCATION

- A bachelor's degree in engineering, or a technical background equivalent to a bachelor's degree in engineering.