

SALES ENGINEER

Summary

As a sales engineer for BlueCat Networks, the individual will be responsible for calling existing accounts. They will need to meet with various customers and understand what type of products they make. Sales experience of electronic components, distribution and OEM/Rep channels is a plus.

The candidate will need to interface with engineers, buyers and management level personnel at each of their accounts. The candidate needs to understand our products, be confident in presenting our products for consideration, and follow-up thru the sales cycle to completion – which is the acquisition of a purchase order.

Duties and Responsibilities:

- Provide technical pre-sales support and assist the sales team through formal presentations to qualified prospects.
- Work as part of the Sales Department team in the development of cost models to support quotations and engineering changes.
- Provide technical design assistance to customers in product applications
- Assess and prepare quotations based on customer concepts and requirements.
- Present comprehensive quotation responses to the customer.
- Provide technical and product information at trade shows, seminars and speaking engagements
- Review the impact of new product releases and competition with sales team
- Identify opportunities and customer requirements for BlueCat's appliances.
- Assist in responding to proposals

As the ideal candidate for this position

- You have excellent communication skills with the ability to clearly communicate in written and verbal form
- You are comfortable in presenting all aspects of the products to key decision makers at the executive level
- You have software development experience
- You have solid technical skills. You are able to communicate with engineers, quickly understand technology and explain it in non-technical terms to business people
- You are able to meet deadlines, and work independently
- Willing to travel

Desirable Skills:

- Knowledge of networking technologies.
- Excellent communication skills both oral and written

- The ability to understand and communicate technology
- Demonstrated initiative, creativity, and problem solving skills
- Disciplined and Self-Motivated
- Detail oriented
- A team player
- Post secondary or an equivalent combination of education and/or experience.
- 5 years networking experience or equivalent.
- Excellent communication skills and strong business acumen.
- Self-motivated, ability to initiate and manage several projects simultaneously in a fast paced work environment.
- Ability to travel as required. Out of country travel required on a regular basis
- Must be flexible with hours of work.

Location:

United Kingdom

** BlueCat Networks is an equal opportunity employer.

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