

## **JOB DESCRIPTION**

**Position Title:** Sales Engineer  
**Department:** Sales  
**Reports To:** Manager Sales Support  
**FLSA Status:** Exempt

### **Position Summary:**

Provides customers and sales reps with technical support during the sales process including preparing for and conducting product demonstrations. The Sales Engineer is responsible for clearly and persuasively communicating to the customer, via written and oral presentations, an in-depth functional knowledge of the product offerings to audiences ranging from application developers to senior executives.

### **Essential Functions:**

- Answers prospects' and salespersons' detailed product questions
- Prepares and performs detailed product demonstrations and
- Prepares product prototypes for prospects
- Provides consistent and complete customer follow up
- Prepares the sales team for demos and translates needs to a winning presentation strategy
- Responsible for preparing responses to technical questions on RFI/RFP work
- Become a liaison between sales and the implementation partners

### **Essential Qualifications:**

- A Bachelor's degree
- Ability to quickly learn and use complex software applications.
- Some familiarity in the use and deployment of J2EE applications.
- Working knowledge of HTML.
- Programming or software design experience highly desired.
- Strong knowledge of MS SQL and Oracle
- Experience with Crystal Reports or similar reporting tools.
- Strong communication and interpersonal skills.
- Excellent presentation skills
- General knowledge of business software applications and Microsoft Office.
- Travel approximately 50%