

Network Sales Engineer

Job Title	Network Sales Engineer
Job Category / Dept	Sales
Branch Location	National Accounts Division – Position can be managed from most portions of the country
Date Posted	October 12, 2011
Positions Available	One
Type of Position	Full-Time, exempt
Hours per week	40+ hours
Required Education or Formal Training	Bachelor's degree in Computer Science, Computer Engineering, or equivalent experience. Experience in the electronic security industry with video surveillance, IP video and managed access control platforms is a plus.
Required Years of Experience	Two to five years' experience in Sales Engineering for an IT company.
Required Certifications or Licenses	Valid driver's license
Job Description	<p>Reporting to the Director of North American Sales, the Sales Engineer will work with the Vector Security sales team in a pre-sales role to develop and position video technology, products and solutions. Presentations and conference call discussions are a critical part of this position.</p> <p>During the qualifying process, confirm that Vector Security's products meet the prospect's requirements and assist sales in technical qualification. Throughout the proposal process, articulate and demonstrate Vector Security's solutions, influence customer's technical requirements, and position products relative to competition.</p> <p>Working closely with assigned sales personnel, the NSE is responsible for all of the technical aspects of the sale during the entire sales cycle and is often involved with the client post purchase. Other duties will be assigned as necessary. This support position covers the USA and requires the ability to travel.</p>
Main Responsibilities	<ul style="list-style-type: none">• Develop and maintain an extensive working knowledge of Vector Security's IP technology, products and solutions• Define product and functional requirements based on customer and partner requirements• Develop and maintain strong relationships with customers and vendors• Conduct in-depth product demonstrations and presentations• Support sales team in responding to RFPs• Work with sales team to assure a smooth transition from pre-sales to the post-sales implementation environment• Participate in trade shows, exhibitions and seminars

- Ability to convey customer requirements to product management teams
- Ability to travel nationally or internationally as required
- Ability to provide training to customers and sales team
- Ability to provide post-sales support to our customers
- Assist the sales team in meeting or exceeding revenue quota and bookings and Requirements

Required Skills and/or Knowledge

- Possesses strong analytical and troubleshooting skills
- Excellent presentation skills
- Excellent knowledge of Windows XP and Windows 7
- Excellent knowledge of networking principles and IP protocols
- Experience with PC / Server configurations and troubleshooting with Windows/Linux operating systems
- Experience with networking equipment configuration and troubleshooting (switches, routers, firewalls, gateways etc.)
- MCSE and/or CCNA certification is an asset

Benefits

Attractive benefits package to include contributory medical, dental, 401(k) plan, tuition reimbursement, paid vacation and holidays.

Contact

Interested parties should contact Cathy Cook at:
cacook@vectorsecurity.com

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