

Technical Pre Sales / Sales Engineer

Scope of Responsibilities/Expectations

- Assist in coordination of technical sales activities related to perspective customers and partners.
- Transfer industry, technical, and product knowledge to customers and partners
- Learn relevant solution sets, architectures and full product line specifications.
- Participate in technical presentations for customers, partners and prospects.
- Assist in the development of formal sales proposals.
- Set-up and operate equipment for customer demonstrations and evaluations.
- Proactive Execution on established plans to prevent post sales issues that shorten time to revenue.
- Provide technical support via phone, email and meeting for company's products: answer technical inquiries, diagnose reported problems or configuration issues, recommend possible solutions, follow issue through to resolution or escalate if no resolution can be found.
- 10% regional, area and US travel

Knowledge/Skills

- 3+ years of technical sales experience
- Bachelors Degree preferred
- Has a baseline understanding and pre sales engineering skills that support AIDC technology, barcode scanner and mobile computer.
- Ability to install applications on Windows CE and Windows Mobile operating systems and effectively diagnose systems level issues.
- Relevant experience in key vendor offerings in technology area of emphasis are preferred, e.g. Motorola, Intermec, Honeywell or Datalogic.
- Pre-Sales engineering experience preferred.
- Good written and verbal communication skills, good listening and presentation skills.
- Ability to work effectively and add value as a team member.
- Demonstrate basic troubleshooting skills.
- Ability to perform tasks with moderate supervision.
- Demonstrate ability to implement, drive and track projects
- Ability to apply solutions, technology and products to a business opportunity
- Some experience with project management and resource tracking.
- Preliminary knowledge of software and/or hardware, testing and implementation.
- Ability to prepare and give presentations.

Please email your resume to hr@cipherlab.com.