

SALES ENGINEER – Western Region (San Francisco, Los Angeles, San Diego preferred)

All applicants must apply on-line through this web link -

<https://home.eease.com/recruit/?id=494085>

Position yourself in a world class security enterprise technology company as a high profile Sales Engineer who owns the technical relationship with our customers. This is an ideal role for someone who's thrived as the technical focal point conducting product presentations in highly charged meetings with prospects and customers. Your impact will be significant because: 1. you're a key ingredient to the success of each sales presentation in which you participate; 2. you share in its financial rewards with a bonus plan paid monthly; and 3. you contribute directly to the bottom line health of the company.

For the Sales Engineer that enjoys client interaction and working with the latest technology, this is an opportunity to expand your technical horizons as you present leading-edge solutions that measure, manage, and reduce risk across the enterprise. In this key position, you will present technical proposals to C-level business and technology owners and drive the "Win" for our team! Your desire to join an industry leader that encourages the personal and professional development of their valued employees will be realized in this outstanding career opportunity.

In general, the SE is responsible for working with prospective customers to help articulate the technical and business value of our solution. This role is a field position that supports the following activities within a geographic territory:

- Work as part of a sales team toward reaching quarterly territory sales quota
- Remove technically related buying objections from the sales cycle. This is accomplished through the delivery of technical presentations and demonstrations for customers, prospects, channel partners, strategic partners, and internal sales personnel.
- Ensure total customer satisfaction with the customer's implementation experience. This is accomplished through the execution of product evaluations and installations, the delivery of training and consulting on customer solutions and post implementation support.
- Assess the needs and uncover requirements for our solution
- Provide technical demonstrations, at executive and/or technical levels, pre and post-sales
- Demonstrate products to technical and non-technical audience
- Respond to proposals and RFIs
- Manage and support the customer evaluation process
- Perform hands-on product certification, as well as be the customer advocate to the development team for product improvements.
- Install and support of product evaluations working with prospective customers to ensure success
- Help to identify market and product requirements based on field experience

TECHNICAL EXPERTISE

The effective individual will have strong domain expertise in the Security and Data communications and system spaces, including but not limited to:

- OS expertise including Windows, Unix, Solaris, Linux
- Networking, IP and other protocols
- Networking systems including Cisco, Nortel and other systems
- Security systems including Firewall, encryption, IDS/IPS
- Knowledge of Vulnerability Management is a critical asset

- Current compliance standards and regulatory requirements including: PCI, Sarbanes Oxley, HIPAA, NIST and CIS Benchmarks
- Ability to discuss technical aspects of data, network, and internet security issues, technologies and common implementation practices
- CISSP and or SANS accreditation strongly preferred

GENERAL REQUIREMENTS

- Bachelor's degree in computer science, information systems, or related area or demonstration of equivalent knowledge
- Minimum of 5 years of relevant experience in supporting networking and network security technologies.
- Must have excellent interpersonal, verbal and written communication skills and possess strong leadership and troubleshooting abilities
- Ongoing desire to stay current with software market and the latest technologies
- Outstanding communication skills with technical and non-technical audience
- Self-starter, work from a remote office in the field
- Desire to work in a fast paced dynamic environment
- Ability to focus on results while working independently when given a broad direction and desired results
- Ability to adapt to changing goals based on customer demands and market conditions while working with development, sales, and product management teams
- Ability to learn new technologies very quickly and have excellent troubleshooting and problem solving skills
- Strong problem solving skills. Individual must be capable of accurately assessing needs, maintaining a calm business demeanor and taking quick action to resolve issues
- Strong presentation skills with the ability to address both executive and technical level audiences
- Detail-oriented and a team player; Ability to work independently and as part of a team
- Understand enterprise security requirements and has experience in an enterprise customer-facing role
- Ability to travel at least 50% within assigned geographic territory (and possibly other regions worldwide as required).

Please send your resume with a detailed cover letter describing your experiences to <https://home.eease.com/recruit/?id=494085>. We are an equal opportunity employer.