

Job Description – Enterprise Architect

Title: Sales Engineer	
Division/Manager: Presales	Location: Texas
Salary: 100000-200000	FLSA Status: exempt
Creation/Revision Date: 2/3/2017	

Detailed Description

Align with customer, partners and internal teams, creating solutions to drive business value. The Sales Engineer will meet regularly onsite with the customer(s) and help add value via design sessions, workshops, BOM creation, advisory services, etc. The Sales Engineer team up with an Account Executive and will peer with the customer’s internal engineering resources to be a “go-to” contact representing Netsync.

Roles and Responsibilities:

- Provide technical expertise in customer engagements
- Contribute to team’s ability to meet quota targets (revenue, profit)
- Create and deliver enticing proof-of-concepts/presentations/proposals
- Create high-level solution designs/architectures
- Translate business/technical requirements into actionable scope of work items
- Conduct effective customer meetings and gather/document/influence requirements
- Develop strong relationships with customers as a trusted technical advisor
- Develop rapport and strong positive relationships with various individuals within the customers, manufacturers, industry peers, and internal resources
- Discover/identify potential new opportunities (wider and deeper)
- Articulate Netsync and OEM partners’ value proposition
- Continually learn the newest technologies
- Provide technical oversight on solution configuration, design, proposal, and deployment
- Effectively deliver training/knowledge sharing/transfer with both technical and non-technical audiences comprised of internal or external staff
- Assist with strategy development on how to best position technology internally and externally, including management, driving and reporting all corresponding architecture opportunities, and archiving financial targets related to revenue growth and gross profit
- Work closely with your assigned Account Executive(s) to stay in alignment on all customer opportunities and relationships
- Contribute to RFPs related to assigned customer base (engaging SMEs as needed)



Additional Duties:

- Work closely with Account Team to train them and align on customer opportunities
- Become a “trusted advisor” to the customer(s)
- Learn the customer’s business needs/requirements/financial situation, etc.

Skills and Experience:

- Experience to meet the role responsibilities (usually 5+ years of experience)
- Technical expertise in multiple technologies (Collaboration, Wireless, Enterprise Networking, Security, Data Center, etc.)
- Competency in other solution sets: wireless, security, collaboration and data center
- Excellent client management/resolution and problem solving skills
- Strong communication skills
- Strong understanding of business drivers
- Self-motivation but can work well independently and as part of a team
- Experience translating business requirements to technical requirements
- Experience with SOW/BOM creation, scoping/pricing services
- Experience with design/network architecture
- Experience as sales engineer
- Experience with VAR, consulting, or other equivalent
- Experience with solution/financial justification (translating soft cost/benefits to dollar value, ROI, payback, TCO, hurdle rates, IRR, life-cycle return)
- Experience with competitive positioning

Minimum Qualifications/Technical and Education Requirements:

- A bachelor’s degree or equivalent work is required. A master’s degree is a plus.
- Certifications in solutions Netsync provides is a plus from manufacturers or industry leaders

Employee Signature

Date