

Sales Engineer

Job description

Uplogix develops next-generation remote management solutions that deliver virtual management capabilities throughout distributed enterprise networks. The solution consists of management appliances, deployed in datacenters and remote office locations, which are connected directly to the console port of network devices and other equipment. The appliances are managed via a central management station allowing network operations personnel the ability to monitor and manage the entire infrastructure.

As a Sales Engineer you will be the primary technical interface for prospects and customers. You will be responsible for evangelizing the Uplogix technology and demonstrating how it applies to a customer's specific set of problems. Sales Engineers partner with the Account Executives and share the responsibility for sales cycle and follow-on deployments. You will work closely with customers to define and drive both technical evaluations and enterprise implementations.

Key responsibilities

- Technical success of the sales cycle
- Leading and conducting technical presentations, demonstrations and discussions with prospects and customers
- Provide and coordinate technical assistance throughout the sales cycle and follow-on deployment
- Define, coordinate and drive technical evaluations to a successful outcome
- Design, develop and document Uplogix solutions for prospects and customers
- Provide technical specifications and documentation of solutions
- Advocate for customer within Uplogix
- Gather, define and document customer requirements for new product features

Qualifications

- Minimum of 3 years network operations experience
- Understanding of the principles of network architecture and design
- In depth knowledge of network fundamentals including routing and switching a must
- Technical sales experience strongly desired consulting, software or startup experience a plus
- Familiarity of standard networking technologies (Cisco, Juniper, etc.)
- Experience with standard network management tools such as CiscoWorks, HP OpenView and SolarWinds
- Strong communication and presentation skills
- Energetic self-starter with a commitment to excellence, passionate about their work and a strong sense of ownership
- Comfortable engaging all levels of a customer's organization (C-level through engineering / operations)

.About Uplogix

Uplogix provides the first fully-integrated remote management solution. Our co-located management appliances automate routine administration, maintenance and recovery tasks—securely and regardless of network availability. In comparison, traditional network and systems management depends on the network, uses multiple tools, and remains labor intensive. Uplogix puts the power of your most trusted IT administrator everywhere, all the time.

Uplogix is privately held and headquartered in Austin, Texas with European offices in London. For more information, please visit www.uplogix.com.