

Senior Sales Engineer

Job description

Uplogix develops next-generation remote management solutions that deliver virtual management capabilities throughout distributed enterprise networks. As a primary pre-sales technical interface for prospective customers, you will be responsible for presenting the technical aspects of the Uplogix solution. These responsibilities include assisting with recognition and interpretation of prospective clients' business needs to produce solution proposals. Additionally, you will be responsible for assisting with activities related to post-sale customer satisfaction.

Key responsibilities

- High volume of presentations to customers (including product demonstrations). These are both on-site and via online product presentations
- Serve as the primary technology evangelist throughout the sales cycle
- Provide and coordinate technical assistance during sales cycle and coordinate technical evaluations
- Work directly with sales teams, major account executives and channel teams to develop technical solutions for enterprise customers
- Consulting, design and implementation of next-generation network management solutions (including needs analysis and solutions assessment)
- Provide technical specifications and documentation of solutions

Qualifications

- Minimum of 5 years industry experience with at least three years of technical pre-sales experience.
- Working knowledge of enterprise network products (e.g. - Cisco, Nortel, Juniper) is a plus
- Working knowledge of enterprise management solutions and technologies (e.g. Tivoli, HP OV)
- Excellent customer communication and presentation skills
- Self-starter with strong responsibility and "ownership" mentality
- Ability to interact / engage at all levels of customer's organization (C-level through engineering / operations)
- Bachelor's degree in Computer Science or Engineering, or equivalent experience

Additional Information

- Up to 60% travel
- Must be available to work on projects at unanticipated sites throughout the US
- Position based in Austin, TX

Compensation

- Competitive compensation package, including: base salary, sales commissions, and company equity options

Email cover letter and resume to careers@uplogix.com or fax to 512.857.7002