WE'RE HIRING!

Sales Engineer - Ohio or Pennsylvania

Dominion Voting is searching for an experienced and tech-savvy **Sales Engineer** to join our team in either Ohio or Pennsylvania! This position will be responsible for serving our customers by identifying their needs; working with Engineering & Certification on adaptations of existing DVS products, equipment, and services; and using technical, organizational and customer knowledge to influence customers and assist them in applying our products and services to their needs.

Responsibilities

- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support

- Identifies current and future customer product and service requirements by establishing rapport with potential and actual customers as well as others in a position to understand their needs

- Answers customer questions by providing technical information on products, services, and/or equipment

- Establishes new customers by identifying potential customers and executing sales calls and presentations

- Ensures customer staff is provided technical information, presentations, and training sessions

- Identifies product and service improvements by analyzing cost-benefit ratios of equipment, supplies, and/or service applications in customer environment

- Submits orders by liaising with technical operations staff and costing engineering changes

- Assist with closing sales by developing marketing proposals for customers on technical products and services as well as assisting with negotiations

- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and services trends

- Maintains professional and technical knowledge by attending conferences and meetings, reviewing publications, establishing personal networks, and participating in professional societies

- Regularly updates and maintains customer information, data, notes, etc. within our CRM

- Participate in sales forecasting and planning by developing and maintaining long and short range plans

- Assists marketing by attending trade shows, conferences and other marketing events

Qualifications

- Bachelor's Degree in Computer Science, Information Systems, Engineering or related area

- 5+ years of experience in technical role i.e. Sales Engineering, Software Development, Software QA and/or Technical Product Management

- Experience developing and delivering technical sales presentations, proposals, and demonstrations

- Experience supporting products that contain software & hardware to include web technologies, networking, relational databases, and/or virtualization

- Experience directly working with customer's engineering teams

- Experience in the elections / voting systems industry is preferred, but not required

- Ability and willingness to travel domestically and internationally up to 50% of the time

- Excellent communication and presentation skills, able to communicate with customers and internal product owners and engineers

- Excellent writing skills, with previous experience creating technical proposals, Statements of Work, Requirement Documenting

- Ability to support multiple sales opportunities, RFI's and RFP's concurrently

- Ability to relate to customer issues and capable of applying solutions to meet the needs of customer specific requirements

- Proven ability to sell to highly-influential people; i.e. government officials, C-level execs, etc.

Click here to apply!

Learn more about us at www.dominionvoting.com
Dominion Voting is an Equal Opportunity Employer

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