



Sales (Systems) Engineer

As a Sales Engineer at PreAlert, you will be responsible for providing world class pre-sales technical support to the Inside Territory and Field Enterprise sales teams. Working directly with customers you will be the subject matter expert on predictive analytics, data science, and PreAlert's products. During the sales cycle, you will lead the proof of concepts, and will have the opportunity to work directly with our Product Management, Engineering, and Marketing teams to share your knowledge and experiences to ultimately improve our business and our customers' success.

Responsibilities:

- Actively drive and manage the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and advocate for our products.
- Assure complete customer satisfaction through all stages of their interactions with PreAlert.
- Establish and maintain strong relationships with our customer's technical staff.
- Be able to demonstrate PreAlert products to customers on site, remotely via webinar sessions, and at field marketing events such as conferences and trade shows.
- Work closely with the technical members of various PreAlert partners to ensure their success.
- Able to eliminate sales obstacles using creative and adaptive approaches.
- Regular travel required (40%)

Requirements:

- 5+ years relevant experience in selling and supporting software products to IT organizations
- Technical University Degree (BS, MS, etc.) or similar credentials
- Consistent track record of success in consultative sales environments
- Highly motivated and professional, with excellent communication and interpersonal skills
- Experience and familiarity with IT management, security or big data products
- Experience with SPLUNK is desirable
- Domain expertise with IT Operations, Application Management and/or security/compliance is desirable
- Startup experience a huge plus
- A logical and analytical thinker with strong technical aptitude
- Self-starter able to work independently but also a contributing member of a team