



## Business Intelligence Sales Engineer (SE) - Cognos

Email Cover Letter and Resume to the attention of Human Resources Department with job title as subject to: [hot5xjobs@5xtechnology.com](mailto:hot5xjobs@5xtechnology.com)

5x Technology (<http://www.5xtechnology.com>) is a our rapidly expanding world class Business Intelligence / Data Warehousing organization entirely focused on delivering high-end decision support solutions for Fortune 1000 and international clients. We are aligned with the top Business Intelligence tools in the industry and are continuing to expand and deepen our competencies.

### Position Description:

Responsible for assisting sales consultants throughout the sales cycle. Activities will include participation on sales calls, leading discovery sessions, and contributing to the research and analysis required for sales follow-up. Solution development and architecture will be lead by the pre-sales consultant through the sales process.

This position is responsible for technical proposal content and the development of custom presentations to support specific sales engagements. This position requires above average verbal and written communications skills and an aptitude for "identifying and containerizing problems" and developing solutions.

### Position Objectives:

- Maintain required technical expertise to assist the sales force and to be the "technical expert" throughout a sales campaign
- Taking deal "Ownership" during the sales cycle from discovery through proposal.
- Maintain technical familiarity with all The Company's technologies
- Maintain technical familiarity with related technologies
- Make active contributions during the following sales events
  - Discovery and requirements definition
  - Formulation of recommendations
  - Proposal preparation
  - Demonstrating and proto-typing
- Product, technology and proposal presentations
- Authoring responsibility for technical sections of sales presentations and proposals
- Provide a liaison between the sales consultants and Professional Services
- Provide a liaison between the sales consultants and development

**Skills Requirement:**

- Applications systems background to include fundamentals of application development (including mainframe exposure)
- Ability to actively participate in discovery process
- Analytical procedures for problem identification
- Broad solutions development experience to include migration and application development techniques and high level architectural design
- Executive and technical presentation skills (preparation and delivery)
- Technical proposal writing
- Solutions selling orientation
- High energy and self-directed
- Has answers, not questions

**Technical skills:**

Familiar with, but does require in-depth technical skills in any of the following:

- Familiarity with mainframes (IBM particularly)
- UNIX, Windows, LINUX
- COBOL, J2EE, .Net, Java
- Databases (Oracle, SQL/Server etc.)
- Communications