

Job Title: Sales Engineer.

Location: Denver Metro Area

Responsibilities: The primary responsibility of the Sales Engineer is to provide technical assistance during the sales cycle to enable the business development team to:

1. Understand the prospects current situation
2. Understand the prospects requirements
3. Develop and communicate a Privacy Networks (PNI) based solution to meet those requirements
4. Manage the customer's implementation process working with an IT partner

This position reports to the V.P. of Sales and Marketing.

The Sales Engineer will be required to:

Pre-Sales

- Assist the Business Development Managers to qualify an opportunity by gathering and documenting information on the prospect's current situation, including business objectives, current solution and infrastructure.
- Develop a PNI solution to meet the prospects requirements based on PNI standard products and custom services from PNI's IT partners.
- Participate in the RFP process, when required, by completing the RFP responses and providing domain expertise in constructing the appropriate solution to meet the customer requirements.
- Demonstrate PNI products effectively.
- Describe the e-mail flow, electronic discovery, and document retention management process effectively to the prospect.
- Participate with the sales team in presenting and communicating the PNI proposal and solution to the prospect.
- Work closely with the prospect, throughout the sales cycle, to answer technical questions, demonstrate the PNI products and contribute to the prospect's perception of PNI as knowledgeable, trustworthy, dependable and professional business partner.

Post-Sales

- Manage the customer's implementation process
 - Creating, reviewing and fulfilling the Statement of Work in conjunction with an IT partner.
 - Participate in the customer kickoff meeting, initiated by the IT Partner, to ensure a successful installation, setup, and training process.
 - Manage the acceptance process to ensure all commitments are delivered and PNI realizes maximum customer satisfaction.
- Participate with the sales team in identifying and closing follow-on opportunities with the customer.

Other Responsibilities:

- Participate in the weekly sales meetings.
- Participate in industry conferences and trade shows, as assigned.

- Communicate customer enhancement requests to Product Development group via Market Requirements Documents.

Requirements: The successful candidate must:

- Ability to be effective in a variety of business settings: one-on-one, small and large groups, with peers and upper management.
- Ability to clearly articulate technical solutions through presentations and demonstrations.
- Ability to differentiate competitive products.
- Ability to clearly and succinctly express and present concepts and solutions through written and verbal communication.
- Ability to adjust messages to the audience.
- Ability to work cross functionally in a positive and supportive manner.
- Ability to practice good judgment in dealing with unforeseen sales issues that may arise.
- Possess superior organizational/time management skills and a "make-it-happen" attitude

Experience: Six (6) or more years of sales/IT experience, with a successful record of sales performance in application/technology software sales

Education: B.S. degree in related field, business or equivalent