

Technical Sales Engineer



<https://www.sitscape.com/>

Job Title: Technical Sales Engineer

Job Type: Full-time

About SitScape

SitScape is a highly successful enterprise software company with a long list of Fortune 500 Enterprise and Government customers.

SitScape's award-winning Digital Enterprise Enablement Platform (DEEP) is a No-Code enterprise software platform for rapid large-scale enterprise digital transformation and modernization with robust automation. AI/ML-based analytics and no-code data visualization.

SitScape DEEP software enables very complex enterprise applications without coding and is at least 10 times faster to delivery than traditional coding-based approach.

Why SitScape?

- Highly innovative and award-winning enterprise software product company
- Opportunity of working with top talent
- Highly collaborative environment to learn the most advanced technologies
- High growth, profitable business - great career growth opportunity
- Top pay in the industry with significant performance bonus awards
- Very stable with existing long-term contracts with world's largest customers
- Great benefits on health insurance, 401K match, PTO etc.
- Flexible working environment with remote working option
- In-house training opportunities from other experts

Job Description:

SitScape is looking for a technical sales engineer professional to support our sales team selling SitScape's award-winning enterprise software products in major markets.

The desired candidate must have a minimum of 3 years of relevant career experience supporting the sales process of business software and services, and have a demonstrated successful track-record in relationship-based sales support.

To be successful as a sales engineer, you should possess broad knowledge of the enterprise software industry and an in-depth understanding of our company's software products and services, and you should be able to relate this knowledge in a way that is understandable to non-technical customers. You should be driven to successfully support our sales team achieve their revenue goals, and should have an above average understanding of consultative-selling, as well as excellent customer service skills.

Responsibility:

- Rapidly preparing and developing live demo and technical presentations to explain SitScape's products or services to customers.
- Assist in writing response and proposal to RFI/RFP, and whitepaper and case studies.
- Discussing technical needs and business requirements with customers and engineers.

- Collaborating with sales team to understand customer requirements and provide sales support.
- Rapid configuration of SitScape's software platform to meet customers' requirements and needs in the pre-sale environment
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management and product team
- Training other members of the sales team on the technical aspects of the company's products and services.

Background and Skills Requirements:

- A bachelor's degree in engineering, IT or related field.
- Experience in pre-sales in the enterprise software and services field.
- Strong communication, interpersonal, customer service, and sales skills.
- The ability to relate technical information to non-technical customers.
- Excellent technical and problem-solving skills.
- Good leadership and team working skills.
- Willingness to learn.
- Be hands-on on creating rapid prototypes and have experience of using no-code/low-code approach to create Web applications and workflow automation
- Good taste of UI/UX and can create nice user interface with drag-and-drop tools
- Previous solution architecture and software development experience is a big plus
- Experience performing live interactive demos with customers (virtual or on-site)
- Knowledgeable about major emerging technology trends such as Machine Learning/AI, Analytics, Web 3.0, Cloud, No-code/Low-Code, Zero-Trust, Automation, Crypto technology,
- Knowledgeable about leading players in the enterprise software space and various sub-space, and can clearly articulate each player's strength and weakness in respective space.
- Must be self-motivated, work in an agile/fast-paced environment, keen to help others, and always looking for opportunities to bring your best game to the job every day.
- Must be proactive and take initiative; not wait for others to assign them tasks
- Actively monitor industry innovations and best practices, and is proactive in interacting with colleagues for continuous learning, ideas sharing, training and discussion for improvements
- Demonstrate quick and passionate learning of innovative technologies as an agile and proactive problem solver, not as a passive task-taker,

About Us:

SitScape is a highly successful enterprise software company headquartered at Tysons Corner, Virginia, close to Washington D.C. with a long list of Fortune 500 Enterprise and Government customers.

SitScape's award-winning Digital Enterprise Enablement Platform (DEEP) is a No-Code enterprise software platform for rapid large-scale enterprise digital transformation and modernization with rapid new enterprise application creation, flexible process and workflow automation. AI/ML-based analytics and rapid data visualization. DEEP software enables very complex enterprise applications without coding and its 10 times faster than traditional code-based development approach.

SitScape is an equal opportunity employer.

Send resume and statement of interest to: Human Resources (jobs@sitscape.com)