Ace Computers

340 Howard Ave.   Phone: 877-223-2667
Des Plaines, IL 60018   E-mail: careers@acecomputers.com

Pre-Sales System Engineer
Location: Remote
Employment: Full-time

Summary: The Pre-Sales Engineer (PSE) supports sales productivity and deal flow by securing the "technical close" in complex solutions. The PSE collaborates with sales, service, engineering, and technical support resources to ensure proposed deals include technical solutions that accurately address customer needs and are appropriately supported by key customer technical decision-makers.

Duties & Responsibilities:

- Works deals assigned to the sales team supported, prioritizing effort based on maximizing total impact on team productivity and profit or as directed by the sales manager.
- Proactively scopes the technical solution required to address customer requirements, assesses customer's met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
- Secures input from all necessary solution stakeholders within the customer firm. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Works with Sales Team to ensure technical specifications are met to bring the deal to a "technical close."
- Meets assigned targets for profitable sales growth in designated product lines, market areas, channels, or teams supported.
- Attend weekly Sales and Product Management Meetings. Provide input on technical questions and direction of product development.
- Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered

Requirements:

- Four-year college degree from an accredited institution
- Minimum four years of sales or sales engineering experience in a business-to-business, large/strategic customer segment; or
- A record of achievement and technical solution expertise in a similar sales role.
- Product certification, engineering credential, or equivalent technical credential.
- PC proficiency

- This position includes outside travel to customers' premises and conferences (20%)
- All prospective employees must pass a background check.

Preferred Qualifications
- Knowledge of VMWare
- Knowledge of Cloud Computing
- Knowledge of Data Center Computing, Networking, and Storage.
- Job Type: Full-time

Benefits:
- 401(k) and 401(k) matching.
- Dental Insurance
- Vision Insurance
- Disability Insurance
- Health Insurance
- Life Insurance
- Employee Discount
- Flexible scheduled
- Paid time off.
- Tuition reimbursement

Send applications to careers@acecomputers.com