

SALES ENGINEER

ABOUT THE COMPANY

Headquartered in New York City since 2007, Persistent Systems LLC is a global communications technology company which develops, manufactures and integrates a patented and secure Mobile Ad Hoc Networking (MANET) system: Wave Relay®. The company's industry leading R&D team has designed wireless networking protocols to support their cutting edge Wave Relay system and technology. Wave Relay is capable of running data, video, voice and other applications under the most difficult and unpredictable conditions. Their suite of products is field proven and utilized in Commercial, Military, Government, Industrial, Agriculture, Mining, Oil and Gas, Robotics, and Unmanned System markets.

JOB DESCRIPTION

As a Sales Engineer, you will partner with Persistent Systems Sales and Account Management teams to develop value propositions for our Wave Relay® products and conduct pre-sales presentations to sign Persistent's most strategic, high-profile prospects. You will be responsible for all technical aspects of proposed solutions working in close partnership with the Product Management, Engineering, and Post-Sales Services.

For this role, you will bring extensive pre-sales experience with wireless networking selling within Government and large Fortune 500 companies. You must have a strong background in wireless, networking, routing, Internet protocols, sales, systems information management, and systems design, including experience in consultative selling or solution-based sales. We are looking for someone who enjoys working with people and technology, and as such has both the ability to interact with engineering teams as well as excellent relationship-building and communication skills.

RESPONSIBILITIES

Collaborate with Sales and Account Management to identify and create winning sales strategies and new product opportunities. Technical knowledge of Persistent Systems products.

- Communicate Persistent Systems value proposition to varying technical and non-technical clients, including executive "C" level management, VP, and Director levels, and end-users
- Design technical solutions to meet prospect's business, technical, and/or financial goals
- Support and respond, in an effective and timely manner, on RFI / RFPs
- Support and setup tradeshow demos
- Partner with Sales team to develop requirements documents, presentations, proposals, and ROI models, and coordinate with a team of support specialists, consultants, or project managers to execute sales objectives or to ensure that all pre-sales customer requirements are documented and transitioned
- Maintain expert knowledge of Persistent Systems products to develop and present unique solutions, and maintain knowledge of emerging trends in technology and online advertising
- Work closely with Product Managers and Engineering by providing feedback from information gathered during pre-sales projects

REQUIREMENTS

- BS in EE/CS Degree required with a MS Degree preferred with 5-10 years of experience
- Foundation in wireless concepts such as MANET, Mesh, Ad-hoc, protocols and web architecture, with an understanding of hardware and software concepts
- Cisco Certifications – CCIE, CCNP, CCNA – Wireless preferred
- Technical sales or field sales experience (sales engineering or consulting experience preferred)
- Proven ability to adapt your presentations to the technical level of the audience, and comfort with presenting technical materials to large groups
- Preferred in HQ or field office location
- Must be available to travel 50% of the time

Applicant must have a security clearance or be able to obtain a security clearance.

APPLY

Please send a resume and cover letter, and references to jobs@persistentsystems.com.

