Sales Engineer – Australia

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Company: March Networks Training

Location: Australia

Category: other-general

Location:Sydney, NSW, Australia Posted on: January 15, 2024At March Networks, our goal is to create a positive working environment where all of our employees can thrive. When you join our team, you will enjoy flexibility and support for a healthy work-life balance, as well as the professional development opportunities needed to advance your career. You will be part of a growing global technology company that encourages teamwork and innovation, and where friendships are forged with colleagues all over the world. At March Networks, we value your hard work, creativity and your passionate desire to deliver only the best to our customers, partners and each other.The Sales engineer will work with enterprise customers to shorten the sales cycle by overcoming technical hurdles within these accounts. Sales Engineers must have solid communication skills, sales ability, technical expertise, and work well in a team, or independently. This position will require relationship building with all technical buyers at the end user level and with Enterprise Service Providers and Certified Solution Providers.The Sales Engineer must be well versed in the technical and sales aspects of the March Networks product and third party products that the March product will integrate with in each vertical. Communication of complicated technical material to customers on demand is a requirement.Duties and Responsibilities:Assist in the generation of new business and ensure growth of existing accounts through technical knowledge of the March products and subsequent third-party product integrationCommunicate customer feedback into future product developmentsAssist sales account managers by answering technical questions, making technical presentations, and managing customer trials through phone, email, and on-site visitsEvaluate and integrate 3rd

party devicesProvide effective interfaces into existing and emerging opportunities and external partnersLeverage relationships within organizations to solve technical hurdles and foster awareness of our products and solutionsAssess potential application of company products and services and offers solutions to meet customer needsInstall, configure and test our solution at customer's facilities during Proof of ConceptsInterface with various customers at both a business and a technical level and propose viable solutions in real time during customer meetingsAssist with the development of our channel partners. This may include conducting joint account calls, updating their technical staff on new products and features, and working with them to develop solutions for customersProvide technical training to end users and Certified Solution ProvidersExperience and Qualifications:College or University Degree in a business or technical disciplineMinimum 4 years of experience in networks, WAN, LAN, Wireless and Wired Communication networks, Client/server knowledge, ERP systems, and CCTV/video surveillance equipmentExcellent communication (written and oral) skills in order to communicate effectively with various levels of personnel in an organization, including technical and executiveProven track record in providing customer satisfactionUnderstanding of how all facets of a manufacturing organization operatesResults-driven with demonstrated initiative and trust, firmness and resilienceAssets:Experience with large enterprise IT departments and processesExperience in the security industryCCNA or CompTIA certificationMarch Networks is an equal opportunity employer and supports a diverse workforce

#J-18808-Ljbffr

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