

WE'RE HIRING!



Sales Engineer - Eastern US

Dominion Voting is searching for a passionate and technically skilled **Sales Engineer** to be based remotely in the Eastern United States. This position will be responsible for serving Dominion Voting Systems customers by identifying their needs; working with Engineering & Certification on adaptations of existing DVS products, equipment, and services; and this using technical, organizational and customer knowledge to influence customers and assist them in applying our products and services to their needs, resulting in revenue generation.

Responsibilities

- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support
- Identifies current and future customer product and service requirements by establishing rapport with potential and actual customers as well as others in a position to understand their needs
- Answers customer questions by providing technical information on products, services, and/or equipment
- Establishes new customers by identifying potential customers and planning and executing sales calls and presentations
- Ensures customer staff is provided technical information, presentations, and training sessions
- Identifies product and service improvements by analyzing cost-benefit ratios of equipment, supplies, and/or service applications in customer environment
- Submits orders by liaising with technical operations staff and costing engineering changes
- Assist with closing sales by developing marketing proposals for customers on technical products and services as well as assisting with negotiation of contracts
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and services trends
- Maintains professional and technical knowledge by attending conferences and meetings, reviewing publications, establishing personal networks, and participating in professional societies
- Regularly updates and maintains customer information, data, notes, etc. within our CRM
- Participate in sales forecasting and planning by developing and maintaining long and short range plans
- Assists marketing by attending trade shows, conferences and other marketing events

Qualifications

- Bachelor's Degree in Computer Science, Information Systems, Engineering or related area
- 5-10 years of experience in technical role (Sales Engineering, Software Development, Software QA or Technical Product Management)
- Experience with Software, Web technologies, Networking, Relational Databases, and Virtualization
- Experience with technology integration projects
- Experience directly working with customer's engineering teams
- Excellent communication and presentation skills, able to communicate with customers and internal product owners and engineers
- Excellent writing skills, with previous experience creating technical proposals, Statements of Work, Requirement Documenting
- Good understanding of Agile methodologies
- Good understanding of software/hardware, certification/qualification processes
- Ability to work under pressure with tight deadlines
- Ability to work on multiple opportunities, RFI's and RFP's concurrently
- Ability to navigate and manage technical issues within a customer account
- Ability to relate to customer issues and capable of applying solutions to meet the needs of customer specific requirements
- Proven ability to sell to highly-influential people; i.e. government officials, C-level execs, etc.
- Experience in the elections / voting systems industry is preferred, but not required
- Ability to travel domestically and internationally up to 50% of the time

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