

Sales Engineer



dvsAnalytics has an immediate opening for an experienced sales engineer! This person will provide pre-sales design and engineering support for dvsAnalytics' products and services. The qualified candidate will apply knowledge of products, technology, marketing objectives, sales objectives, and sales skills to assess the customer's environment and assist resellers in applying dvsAnalytics products and services to their needs resulting in a winning and cost-effective solution.

Essential Duties and Responsibilities

- To provide technical support to the sales staff and resellers in the US and Latin America.
- Work with sales, resellers, and end user customers to clarify specific customer requirements and configure proposed solutions.
- To develop and deliver technical sales presentations and reseller sales engineer training in both English and Spanish.
- Provide technical assistance and demonstration expertise at Trade Shows. Responsible for setting up and testing demonstration systems.
- Provide sales feedback on product and project requirements to dvsAnalytics staff for specific orders and for new products and feature improvements to existing products.
- Travel, when required, to conferences and key customers.
- Other business related duties as assigned.

Necessary Skills and Requirements

- Experience with Windows, Microsoft SQL, Excel, Access, PowerPoint, and Visio.
- Knowledge of company products and services.
- Well-developed sales and presentation skills.
- Excellent oral/written communication skills and listening skills in both English and Spanish.
- Excellent organization skills.
- Excellent customer relations skills.
- Ability to analyze customer requirements and coordinate with existing products.

Qualifications

- Experience: 5 years of field sales experience, or equivalent.
- Education: Bachelor's degree in engineering or a related technical field or equivalent job experience/training.
- Must live in daily commutable distance to Scottsdale, Arizona.
- Must be fluent in Spanish.

Reporting Relationships

- This position reports directly to the Vice President of Sales.

Compensation

- Compensation will be determined based upon skill and experience.
- Full time position; eligible for group benefits.

We are located in beautiful North Scottsdale and offer a competitive compensation package that includes generous group benefits, including medical, dental, vision, health savings accounts, flexible spending accounts, disability, life and AD&D insurance, paid-time off, tuition reimbursement, employee referral program, flexible hours, comfortable dress code, and we even offer insurance for your pets.

Visit our corporate website at www.dvsAnalytics.com to learn more about our company and our products.
Send your resume to Humanresources@dvsAnalytics.com today.

The above statements are intended to describe the general nature of work assigned to this job. This is not intended to be an exhaustive list of all responsibilities, duties and requirements.

Equal Opportunity Employer – Drug & Alcohol Free Workplace