

Link-Systems International, Inc.
Job Description

Position Description:

<u>Title:</u>	SALES ENGINEER	<u>Salary:</u> 35K-45K
<u>Travel:</u>	Moderate (8-12 trips per year)	<u>Start Date:</u> TBD
<u>Reports to:</u>	Director, Market Development	

This is a sales support position requiring an individual capable of leading our demo efforts and working in support of field Sales Reps in contacting customers and potential customers by teleconference, web conference, email, and onsite visits. The purpose of this job is to help potential customers understand, compare, and contrast solutions that are available for buying (pre-sales), to troubleshoot problems with their implementations and integration, and to ensure that the solutions work successfully once the buying decision has been made (post-sales).

This position requires an individual motivated to learn LSI products and services to such a degree that they feel comfortable and become proficient in providing product demonstrations and answering prospective customer's questions. We need an individual who shows a genuine interest in generating high levels of customer satisfaction. Playing an integral role in the sales and marketing process, our ideal candidate will possess excellent written and verbal communication skills, the ability to self-motivate, and a passion for communicating the benefits of great products to interested sales leads in cooperation with the Sales team.

Ideal Candidate Will Have:

- Project management and sales background
- Experience in developing and conducting onsite and/or online training
- The mindset of a "solutions" provider and the ability to overcome customer objections in order to be successful
- Demonstrated ability in sales, negotiations, and partner relationship management

Position Requirements:

- Bachelors or Master's degree preferred
- 3+ years of business development experience in an IT-related industry preferred
Demonstrated awareness of and competency with web-based education solutions, licensing, and IT implementation strategies
- The ability and desire to speak to education administrators (and understand their environment and what motivates them) about the features and benefits of LSI products and services
- Excellent oral, written, organization, presentation and independent workload management skills.
- Advanced knowledge of Microsoft Office with a concentration in Word and Excel