



Sales Engineer

POSITION TITLE: Sales Engineer

AKA: Application Engineer, Pre-Sales Engineer

JOB DESCRIPTION:

Recently selected as one of the Top 100 Global private companies by Red Herring Magazine; PCN Technology, Inc. (PCN) is one of Southern California's most innovative companies. PCN is currently hiring for an experienced "Senior Sales Engineer" to join our sales team to assist in seeking and closing new business opportunities, as well as assist existing customers with technical product and application issues. This position is an integral part of the overall business development identification and qualification of sales opportunities.

PCN Sales Engineers are the primary technical resources for the PCN field sales force. Sales Engineers are responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the PCN sales team as the key technical advisor and product advocate for PCN products. The sales engineer must be able to articulate technology and product positioning to both business and technical users. The PCN sales engineer also must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process, and must be able to establish and maintain strong relationships throughout the sales cycle.

PRIMARY JOB RESPONSIBILITIES:

- Responsible for Development and Delivery of Product Demonstrations
- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
- Able to respond to functional and technical elements of customer applications, RFI's, RFP's, RFQ's
- Ability to convey customer requirements to Product Management teams, Sales teams, Senior Executives
- Able to travel throughout the PCN sales territory

Qualifications:

- Proper Education, Experience and Professional Certifications/Affiliations Required
- 3-5+ Years of Relevant Experience in "Networking" Technologies & Markets

Ideal candidate must be self-motivated with a proven track record in "networking technology / product sales" and knowledge of "networking technology". Candidate must be comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFI's, RFP's and RFQ's; and when submitting reports. Individual must be organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches. The candidate must be prepared for extensive travel.

SALARY: Commensurate with Experience and Education / Competitive

HOW TO APPLY: No Phone Calls Please. Please send all resumes to: ray.kahue@pcntechnology.com

(Please Send a Cover letter, Resume and appropriate information to highlight KSA's)

APPLICATION DEADLINE: Open until filled.

FOR MORE INFORMATION CONTACT:

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www.pcntechnology.com