



## **SENIOR SALES ENGINEER POSITION DESCRIPTION (NEW YORK CITY AREA)**

Vusion is looking for a Senior Sales Engineer to provide technical expertise, project management, and customer relationship support to assist in sales efforts in the New York City region. This position requires strong technical acumen, presentation and communication skills. The successful candidate must have the ability to foster strong customer relationships through exceptional customer service and a deep understanding of Jittr services capabilities, technology and the overall market ecosystem.

The Senior Sales Engineer will be an integral part of Jittr's sales organization on a global basis, supporting technical sales efforts for the sales team and interacting with Jittr's marketing, engineering and operations organizations. The successful candidate will provide pre-sales support including technical presentations, product demonstrations, basic network and product troubleshooting, and be the field expert on the company's product capabilities, features and technology. The candidate may also be involved in the initial phases of production roll out of the services. The candidate must have hands on experience working with and supporting software products in the networking industry and must have a track record of successful interaction with e-businesses, media and entertainment and service providers. Experience and working knowledge with content distribution services, infrastructure and client-side software solutions are a must. The ideal candidate has both domestic and international experience.

### **Responsibilities:**

- Perform pre-sales technical support, assisting in identifying, selling and helping close opportunities; including determining product and services fit to customer needs.
- Successfully present and demonstrate Jittr solutions and technology to prospective and existing customers.
- A strong technical understanding and ability to articulate Jittr services benefits, including ROI and TCO.
- Work effectively with other internal departments to communicate customer requirements and needs to the product management team and associated responses back to Customer, including getting appropriate engineering resources involved as needed.
- Review and provide feedback on outbound product documentation and collateral.
- Assist with technical responses for product / solution proposals to customers.
- Travel is an essential part of the job.

### **Key Skills and Experience:**

- 8+ years experience in a SE pre-sales support role with a successful track record in the complex sales process, preferably in the content distribution and managed services market.
- Excellent communication skills to effectively present to a wide range of audiences, including an ability to communicate technical ideas clearly, effectively and convincingly through presentations and demos.
- Ability to understand and comprehend the complexities associated with various types of digital media, O/S computer systems, file types, applications, network infrastructures in order to provide product comparisons and make appropriate recommendations.
- Strong history of playing an active role working with customers and internal resources to deploy a product or service.
- Excellent knowledge of Internet standards, terms, including service processes, security regulations, CDN, Video and Media Players.
- Self starter (works well with limited guidance), with high energy "can do" attitude.

### **Education:**

- Bachelor's degree in Computer Science or a related discipline or equivalent experience; MBA preferred.

Please email your resume to [Jobs@Vusion.com](mailto:Jobs@Vusion.com)