

Sales Engineer

LTI DataComm Position Description

LTI DataComm, Inc. is an EEO Employer and all qualified candidates will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex.

Position Summary			
Location	Sterling, VA USA	Req'd Travel	Yes
Reports To	V.P., Sales & Engineering	Manage Others	No
Department	Enterprise Solutions	Employee Type	Full-Time
Division	Corporate	Clearance	Top Secret Eligibility
Req'd Experience	5+ years of related experience	Base Pay	Competitive
Req'd Education	4 year degree in related technical discipline	Other Pay	401K/Profit-sharing, Life and LTD , Medical, Dental, Employee Stock Purchase Plan

Description: In the capacity of Sales Engineer, you will serve as the technical interface supporting our sales team and working with our vendor partners and customers to effectively present and position LTI DataComm, Inc. products and service offerings. You will assist in managing opportunities, providing trade show support and other technically focused duties as assigned.

Essential Functions:

- Work with the Sales Team and Customers to provide technical and product leadership throughout the sales process.
- Assist in the development of the product strategy that will meet or exceed the technical and application requirements of the customer.
- Articulate LTI DataComm's value proposition and competitive differentiators.
- Provide technical presentations and solution demonstrations in support of the sales process.
- Create technical supporting documentation applicable to customer requirements.
- Assist with technical elements of RFP responses.

Qualifications:

Required:

- Pre-sales technical experience
- DoD Sales & Customer experience
- Certifications: One or more of the following - RSCP, RCSA, VCNE, VCNT, CCNA, CWNA
- Above-average knowledge of LAN/WAN network systems, TCP/IP and network design
- Working knowledge of Enterprise Wide Area Networking technologies & architectures including: MPLS, T1, T#, Frame Relay, ATM, Terrestrial & Satellite Wireless links, VPNs
- Must be familiar with MS domain infrastructure, active directory, DFS, etc.

Abilities /Skills:

- Good organizational and time management skills
- Ability to set goals and work independently
- Strong oral and written communication skills
- Effective presentation skills
- Ability to work under time pressure
- Proficient in MS suite of products including but not limited to Work, Excel, PowerPoint, Visio, etc.

