

103-3290 Jefferson Blvd
Windsor, ON, N8T 2W8
TEL 519.945.2032
TOLL-FREE 800.461.0585

307-343 Dundas Street
London, ON, N6B 1V5
TEL 519.439.3051
TOLL-FREE 800.461.0585

12711 East Jefferson Ave
Detroit, MI, 48230
TOLL-FREE 800.461.0585

SALES ENGINEER

Position Overview

We are currently seeking a highly skilled sales engineer with the drive and determination to help us support our sales efforts. We are looking for an individual with a strong I.T. background and the skills to provide pre- and post-sales support for our account managers to help them identify customer needs and develop solutions to address them. If you have the experience and the desire, we'd like to talk to you.

Our sales engineers are responsible for supporting inside and outside sales teams in making technical recommendations to customers and providing information and making technical presentations to help close sales. In addition, our sales engineers provide technical training to customers and their staff on hardware and software and will communicate on a peer level with IT professionals within customer accounts to quickly and accurately recommend and communicate solution strategies.

Candidates must be energetic and focused with a strong motivation to learn new technologies and management processes. This position requires dedication, persistence, follow-up, effective utilization of provided resources and unbeatable customer service.

This position will include working with our account managers, purchasing manager and project managers to develop project scopes for technical services and solution implementations.

Job duties include utilizing our quoting, project planning, scheduling and management solutions to collaborate and work with other staff, customer and vendor support resources to insure effective, and efficient service delivery to customers. Overall relationship management skills and the ability to coordinate required resources to respond to complex IT requirements are desired. Other requirements include participating in ongoing sales strategy meetings and preparing and presenting sales reports to management regularly.

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Minimum Skills Required

- Minimum five years sales engineering experience
- Excellent knowledge of our supported software and technologies
- Superior writing capabilities
- Strong interpersonal skills required to effectively communicate with customers, staff and vendors
- Passion for teamwork, problem solving and exceptional customer service
- Must be well spoken, outgoing, organized, detailed-orientated, dependable and flexible

This Position Entails

- Support of organization's sales efforts from a technical perspective
- Heavy quoting, technical drawing and proposal creation
- Effective follow-up and follow-through
- The ability to learn quickly and adapt to changing requirements

The Successful Candidate Must Be

- Professional and articulate
- Interpersonally adept
- Technically proficient
- A relationship builder
- A problem solver

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Benefits Information

Next Dimension offers a comprehensive benefits package, including:

- Family Medical Coverage Program, including excellent prescription coverage benefits
- Family Dental Coverage Program
- Family Eye Care Program
- RRSP Salary Contribution Match Program
- Paid training materials, including books, videos, e-courses and practice exams
- Certification Bonus Program
- Certification Exam Reimbursement
- Paid Personal Days
- Profit Sharing Program

Please email resumes to resumes@ndinc.ca with subject line "Sales Engineer".