PRE-SALES ENGINEER

Posting ID: EM18916443
Company: HID Global Corporation
Position Type: Full-Time
College Major(s): Mechanical Engineering (ME), Electrical/Computer Engineering (EE/CpE), Computer Science (CS)
College Level(s): Undergraduate-Senior, Graduate Student, PhD. Student, Alumni

Company Website: https://www.hidglobal.com/
Work Location: North America, US, Remote
Salary: DOE

OVERVIEW

The HID Global is looking for highly talented individuals in their North America›US›Remote offices. Motivated candidates are encouraged to apply for the Pre-Sales Engineer. Top notch communication and teamwork skills will be preferred.

Roles and Responsibilities
The Pre-Sales Engineer role is responsible to support sales staff in sales propositions based on client requests, proactive sales campaigns, partner development, partner ecosystems, RFIs/RFPs and general sales engagement; to formulate solutions using IdenTrust products/services that satisfies security and trusted identity requirements of potential customers; to support growth of partner/reseller network in the region.

A successful candidate for Pre-Sales Engineer will utilize their technical knowledge and understanding of IdenTrust products & services to support acquisition of new customers, expansion of existing customer relationship, marketing events, and potentially delivery of services to a customer (in terms of professional services or implementation support). Currently any need for technical pre-sales resources are referred to Product Management or Delivery. As Product Management and Delivery are busy with continuing enhancement of existing products and services, or customer implementations, referring such work to Product Management or Delivery results in capacity constraints and calendar delays on tackling technical tasks that are critical in converting sales opportunities to customer acquisitions. Currently in such instance, these technical pre-sales activities get delayed and therefore stretching sales cycles for potential opportunities. The addition of this position will allow increased pre-sales support bandwidth to handle expected sales growth. It is also anticipated that this position will provide critical customer and market feedback necessary for sales growth.

Education and Qualifications
Accountable to the IdenTrust Director of Client Delivery, the role includes the following duties:
● Develop relationships with potential customers, through managing and interpreting their requirements
● Provide expertise in IdenTrust Products and Services to customers, partners, and internal stakeholders.
● Champion solution features and benefits of IdenTrust products and services at conferences, pre-sales meeting, and with partners.
● Identify and Pursue new clients who might benefit from company products or services and maximizing client potential.
● Provide pre-sales support including drafting presentations, demonstrations, RFP Responses, and budget/cost estimates for customer implementations, and proposal.
● Provide hands-on expertise in enabling customer or partner Applications to utilize IdenTrust products and services.
● Persuade potential customers that IdenTrust products or service best satisfies their needs in terms of functionality, quality, and price and implementation timeline.
● Negotiate contract terms and conditions to meet both customer and IdenTrust needs.
● Prepare pricing and quotation for submission to potential customers.
● Provide pre-sales technical assistance and IdenTrust solution education.
● If requested, provide after-sales technical support services either as a backup to implementation staff or as a project personnel on a customer specific project.
● If requested, provide IdenTrust products & services training.

Required Knowledge / Experience:
● Identity, Access, Authentication, and Digital Signature knowledge with a track record of delivering sales revenues against target in software solution/managed service sales.
● Track record of identifying and closing multi-million dollar deals.
● Ability to develop, lead and close complex competitive sales efforts.
● Team player to complete the triumvirate of business development, sales and solution delivery within the assigned region.
● Strong analytical and strategic planning skills.
● Proven ability to implement strategic initiatives with efficiency, professionalism and with demonstrated troubleshooting/problem solving skills.
● Excellent written and verbal communication skills.
● Confidence and ability to effectively create and deliver presentations to all audiences including executive levels.
● Ability to coordinate internal and external resources and nurture cross-functional relationships.
● Ability to negotiate business agreements and enhance existing and new relationships.
● Demonstrated understanding of financial indicators to measure business performance and an ability to summarize business and financial data in a useful manner for planning and decision making.
● Demonstrated multi-year experience in globally selling Public Key Infrastructure (PKI) based products/services in 3 or more of the following areas (in order of preference):
  ○ Internet of Things
  ○ Device Authentication
  ○ Mutual Authentication or 2FA
  ○ Encryption/Confidentiality
  ○ Server Authentication
  ○ Digital Signatures
  ○ Electronic Signatures
  ○ Data Privacy
  ○ Legally Enforceable non-repudiation
Preferred Skills
- Bachelor’s Degree in an information technology or engineering discipline
- 2+ years of Pre-Sales of professional services experience
- 5+ years of experience directly interacting with customers
- 2+ years of experience with Public Key Infrastructure architecture, operations, and/or applications (Highly Desirable)
- 3+ years of experience developing applications in Java/J2EE, .NET environment, or similar environment
- Good Industry knowledge in identity and authentication space.

How to Apply

Applicant Requirements
- Must be a citizen of United States.
- Must be able to pass extensive background verifications.
- Position involves travel to customer sites, conferences and other events as required.
- Position may involve international travel so must either possess a passport or be able to obtain one.

For consideration, please forward your resume to careers@identrust.com. Only qualified candidates will be contacted.