



Sales Engineer

Job Description

An Uplogix Sales Engineer is the primary technical interface for prospects and customers. They are responsible for evangelizing Uplogix technology and demonstrating how it applies to a customer's specific set of challenges. Sales Engineers partner with Account Executives and share the responsibility for the customer sales cycle and follow-on deployments. Sales Engineers work closely with customers to define and drive both technical evaluations and enterprise deployments.

Key Responsibilities

- Technical success of the sales cycle
- Leading and conducting technical presentations, demonstrations, and discussions with prospects and customers
- Provide and coordinate technical assistance throughout the sales cycle and follow-on deployment
- Define, coordinate, and drive technical evaluations to a successful outcome
- Design, develop, and document Uplogix solutions for prospects and customers
- Provide technical specifications and documentation of solutions
- Advocate for customer within Uplogix
- Gather, define, and document customer requirements for new product features

Qualifications

- Minimum of 3 years network operations experience
- Understanding of the principles of network architecture and design
- In-depth knowledge of network fundamentals including routing and switching a must
- Technical sales experience strongly desired consulting, software or startup experience a plus
- Familiarity of standard networking technologies (Cisco, Juniper, etc.)
- Experience with standard network management tools such as CiscoWorks, HP OpenView, and SolarWinds
- Strong communication and presentation skills
- Energetic self-starter with a commitment to excellence, passionate about their work, and a strong sense of ownership
- Comfortable engaging all levels of a customer's organization (C-level through engineering / operations)

About Uplogix

Uplogix provides the first fully-integrated remote management solution. Our co-located management appliances automate routine administration, maintenance and recovery tasks—securely and regardless of network availability. In comparison, traditional network and systems management depends on the network, uses multiple tools, and remains labor intensive. Uplogix puts the power of your most trusted IT administrator everywhere, all the time.

Uplogix is privately held and headquartered in Austin, Texas. For more information, please visit uplogix.com.

Email cover letter and resume to careers@uplogix.com or fax to 512.857.7002.