

JOB ANNOUNCEMENT – Sales Engineer

We are looking to hire an exceptional person. If you are an over achiever we want to interview you.



Development Group, Inc. is a provider of high-tech network communication systems. Our customers include most major commercial enterprises and public sector organizations in northern California and southern Oregon. We currently have offices in Redding, CA, Medford, OR, and will be opening an additional office this year in southern California.

Due to our explosive growth we are seeking an experienced and adaptable full-time Sales Engineer to provide design expertise on large (\$500k+), high value opportunities and perform network design around specific technologies and solutions as well as collaborate to create winning and innovative solutions and proposals by developing expertise and technical depth in domain and adjacent technologies.

Primary Responsibilities

- Work with Account Managers to identify opportunities within new accounts based on candidate's analysis of and their ability to apply unique and differentiated Cisco based technology solutions to the customer. The successful candidate will have significant experience with the design and implementation of enterprise voice, video and data communications networks and will apply their expertise to new opportunities.
- Engage with the customer, company resources, supplier resources, and Cisco to provide technical qualification for opportunities and offer solutions to customer problems based on Cisco validated design criteria.
- For complex solutions, serve as a customer interface with Cisco's business units and compile and incorporate BU feedback into the proposed solution.
- Assist account team in developing deliverables and presentations for specific opportunities. Deliverables will typically include bill-of-materials, drawings, and statements of work. The successful candidate will demonstrate excellent business communication skills in both written and spoken communications.
- Design customized solutions for specific customers and industries using Cisco network technologies as well as limited third party products to meet niche technical requirements required by the customer.
- Identify and engage appropriate resources to position professional services and/or maintenance contract sales.
- Provide account team with technical expertise and have the demonstrated ability to quickly research and provide assessments for new technologies for which the candidate has no previous experience.
- Provide leadership and guidance in technical responses to customer RFP's.

Trial and Demonstration Support:

- Professionally present to customer stakeholders by clearly articulating the association between proposed Cisco technologies and the customer's business objectives.
- Participate in the negotiation process by offering analysis of technological trade-offs based on price and performance/features.
- Synch with post-sales engineers and provide adequate documentation for clear handoff to post-sales engineering organization
- Conduct proof of concept labs as required to demonstrate the proposed solution compliance with the customer's business requirements.

Personal & Organizational Development:

- Research and report on Cisco's competition in the areas of technology and network design strategies.
- Seek out opportunities to partner with and mentor less-experienced teammates to share leading practices and help strengthen capabilities.
- Leverage technology expertise to help address customer concerns/issues and expedite a deal through the sales process.
- Understand business challenges and problems facing customers.

Additional Requirements:

- Excellent understanding of internetworking industry trends, including new products and solutions
- Advanced understanding of competitive product and solution landscape and can articulate trade-offs between Cisco and competitor products
- Excellent knowledge in routing, switching, wireless, security, and datacenter products. Tandberg experience preferred.

- Excellent technical consulting skills, including ability to define trade-offs, ask probing questions, and incorporate Cisco solutions into a broader technology environment
- Cisco Certified Network Professional (CCNP) or Cisco Certified Internetwork Expert (CCIE) level experience required. Certification preferred.

Compensation:

Development Group Inc. offers a competitive salary based on experience, an aggressive incentive program, a comprehensive benefits package, and a collaborative work environment. \$70k+ annually. DOE.

All offers of employment with Development Group Inc. are contingent upon the successful completion of a pre-employment background check. We reserve the right to determine the suitability of an applicant for a position based on an evaluation of all available information, including but not limited to past work performance, applications, resumes, and references. Development Group Inc. is an Equal Opportunity Employer.

To Apply: Please email all application materials to: resume@development-group.net or mail to:

Development Group Inc.
P.O. Box 991484
Redding, CA 96099

Please include:

- Cover letter
- Resume
- 5 professional references
- One page statement on how & what you can contribute to our organization.

Incomplete applications will not be accepted.