

## Job Description

**Position:** Sales Engineer  
**Department:** Sales  
**Reports to:** Sales Director  
**Date:** March 2010

### **About echoTechnology:**

echoTechnology is dedicated to ensuring that when IT professionals deploy SharePoint, it is easy to migrate, easy to govern, and easy to change.

Our echo for SharePoint software suite has been achieving that since 2004 for customers like the US Marines, Toyota and the UK Department of Health. echoTechnology is headquartered in downtown Seattle, Washington with offices in Sydney Australia and partners globally. echoTechnology is a Microsoft Gold Certified Partner

### **About our Customers:**

Our customers are serious adopters of SharePoint. They seek high quality software that delivers super productive migration, change management, reporting and operation of SharePoint.

### **Summary:**

The Sales Engineer is a key member of the echoTechnology sales team. Sales Engineers are the primary technical resource for the regional sales force and will become an expert on SharePoint Configuration and Administration. The SE will be responsible for actively driving and managing our evaluation stage of the sales process, working in conjunction with our sales team as the key technical advisor and product advocate for our products. The SE must be able to step into the shoes of a SharePoint administrator and articulate our technology and product positioning to both business and technical users. The SE must also be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process. The SE must be able to establish and maintain strong relationships throughout the sales cycle.

Telecommuting is available once the SE is up to speed on the technology and the role. Candidates can be based out of one of regional offices, including Seattle, Boston, or Los Angeles.

### **Key Responsibilities (not all inclusive of duties of the position):**

- Development and delivery of product demonstrations, working with both Marketing and Product Management
- Representing our products to customers at field events such as conferences, seminars, etc.
- Assisting customers to evaluate the proposal through features, functions, benefits analysis, benchmarking, performance analysis, demonstrations, etc.
- Maintain cross-functional relationships with Product Management, Marketing, Support and Professional Services for smoother coordination of deals
- Convey customer feedback and requirements to Product Management and Marketing teams
- Maintain awareness of market needs and competitive information and provide feedback to Management
- Able to travel throughout sales territory

### **Qualifications:**

- Experience with SharePoint administration or SharePoint management
- In-depth knowledge of SharePoint architecture, web based applications and general collaborative environment concepts

- Very good understanding of SQL Server 2005/08, Windows Server 2003/08 and Active Directory
- Experience and familiarity with our products and line of business a plus
- Self-motivated with a proven record of working in a fast-paced, high energy team environment
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base
- Strong presentation skills
- Ability to communicate professionally in written responses to RFPs, emails and when submitting reports
- Organized and analytical with an uncanny ability to eliminate sales obstacles through creative and adaptive approaches

**Education:**

BA/BS required.

This document is intended to describe the essential job functions and requirements of this position. It is not an exhaustive list of all duties, responsibilities and requirements of a person so classified. Other functions may be assigned and management retains the right to add or change duties at any time.