

## **Pre-Sales Systems Engineer - Canada**

Office Location: Etobicoke

### **The Company:**

We are a Business Process Automation company that is expanding our Managed Services Group to provide project and operational service to our enterprise-class customers. Our Customers are varied within several sectors of industry, and therefore provides a unique opportunity for exposure on how different industries work and provides unique project experiences.

Our mission is to help organizations automate critical business processes, exchange information securely, and eliminate the inefficiencies and errors associated with manual and labor-intensive processes.

### **The Opportunity:**

We are hiring an energetic System Engineer to provide pre-sales and technical support to the sales and product marketing team. You will be relied upon being the subject matter expert in a pre-sales capacity for prospects on all UniPrint and Process Fusion products and preparing and giving product demonstrations. You will deliver the company's compelling value proposition over the phone and in person to IT decision makers throughout North America.

### **Who you are and where are you now?**

If you are passionate about information technology, have a dynamic and positive attitude, love to travel and meet new people, and most important of all enjoy providing challenging and measurable business solutions, then this is the position for you.

### **Position Responsibilities:**

- Provide subject matter expertise in a pre-sales capacity for prospects on all UniPrint and Process Fusion Cloud software products.
- Responding to detail RFI/RFPs
- Participating in sales calls with account managers and meeting with prospects
- Preparing and giving product demonstrations
- Preparing and giving technology and product architecture presentations and documentation
- Delivery of on-going feedback to product development/management based on prospect or customer interaction, product issues, field deployments and generally observed market trends.
- Responding to prospect and discussing product enhancements.
- Continuous improvement and refinement of pre-sales processes and best practice strategies.
- Oversee customer implementations, and integration. Become main point of contact for clients' technical issues.

- Must be prepared to travel. 25-30% of the time. You must be able to get Visa's to travel internationally if needed.

**Minimum Requirements:**

- College graduate or University degree
- 3 - 5 years of experience in prospect/customer-facing roles involving professional services and/or pre-sales.
- Excellent communication and interpersonal skills.
- Self-starter and go getter.
- Preferably 3-5 years of extensive experience with Microsoft terminal servers, Citrix and or VMWare technologies; or enterprise document management workflow.
- Excellent computer knowledge including use of Microsoft Office
- Professional mannerism and presence
- Excellent organizational skills
- Fluent written and spoken English is mandatory
- Working knowledge of a second language is highly desirable

**Soft Skills:**

- Eagerness to learn
- Enjoy technology
- Positive attitude
- High energy & Passionate
- Self-motivated

**Benefits:**

- Competitive basic salary plus commissions
- Full benefit coverage starting after 3 months including life, health, and dental
- RRSP with company participation
- Tuition reimbursement

**Directions to Apply:**

- Please send us your resume
- Please include a cover letter telling us why you are going to be great in this role.

**\*\*Principals only. Recruiters, please do not contact this job poster- Do NOT contact us with unsolicited services or offers\*\***