



C.U.B.E.
MANAGEMENT

Sales & Marketing Talent For Growth

Business Process Management- Sales Engineer

Are you a Sales Engineer in the Software industry looking to work with an emerging growth, entrepreneurial spirited organization?

Our client is seeking charismatic and customer focused Sales Engineer to work closely with the sales team to promote customer understanding and adoption of business process management. They are seeking a high-energy, positive professional who can take charge and deliver desired results with little or no supervision. The ideal professional for their team will be a strong, customer-focused individual with a passion for developing innovative solutions for their customers. It is important to be able to understand design and/or technology challenges in the software marketplace and have the ability and eagerness to incorporate customer requirements into those challenges. This candidate requires the ability to thrive in a dynamic environment with a “can do” attitude.

Qualifications:

- 5-7 years in a Pre/Post Sales Engineer role with extensive simulation experience
- Knowledge of process management, Six Sigma methodology, Business Analysis, lean manufacturing and/or IT Compliance and Standards
- 5+ years of experience working directly with customers; giving presentations, identifying needs, delivering product training and helping to close business
- Ability to work in a consultative nature both externally and internally
- Knowledge of Visual Basic preferred
- Strong analytical and communication skills
- Basic understanding of Service Oriented Architecture (SOA)
- Ability to travel up to 75%
- Ability to office from Home

Our client offers a competitive compensation package, exceptional benefits and is an Equal Opportunity Employer. For confidential consideration, submit your resume and cover letter to salesengineer@cubemanagement.com