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## SALES ENGINEER

### TITLE: SALES ENGINEER

### POSITION SUMMARY

The Sales Engineer (SE) is a senior sales person who will develop, lead and execute sales projects focused on WFO. The PSS orchestrates virtual teams within Cisco Systems and the Partner ECO Systems and acts as sales subject matter expert at client site. The PSS is part of the PSS team and he/she will work on special opportunities for vertical or even for a customer. This is a sales Position.

Five or more years experience in WFO related sales. Have a track record in managing and winning major WFO opportunities. Track record in orchestrating virtual sales teams (e.g. bid management, project management skills). Experienced in strategic sales (e.g. converting single customer solution into a program that can be addressed to a whole market segment; or developing a mass market program based on partner led campaigns. Must have passion driving WFO strategies; strong personality with leadership skills working in a complex matrix organization; strong presence and credibility proven at client site and internally.

### CORE EXPECTATIONS

- ∞ Develop and implement geo-specific plans for direct and channels sales for DMS according to the global GTM strategy.
- ∞ Work cross-functionally and collaboratively with the Global DMS Sales, Technical, Channel, CA & BU teams to execute against go-to-market strategies.
- ∞ Enhance customer intimacy and provide thought leadership through strategic dialogue with key customers.
- ∞ Successfully position the WFO solution within each targeted account to gain customer commitment for references and referrals.
- ∞ Assist WFO in identifying, enabling and supporting strategic channel partners to support targeted markets.
- ∞ Assist in the launch of new programs, promotions or other market development activity
- ∞ Analyze theatre-specific industry dynamics to identify implications, opportunities and other necessary strategic alliances for the successful growth of WFO solutions.
- ∞ This role may require significant travel
- ∞ Other core expectations will be defined by your direct supervisor/manager

### CORE COMPETENCIES

- ∞ Excellent track record of meeting and exceeding aggressive sales goals consistently.
- ∞



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- ∞ Proven ability to work strategically and collaboratively within virtual teams to build new business.
- ∞ Experience in developing and implementing direct & channel sales strategies.
- ∞ Excellent track record for achieving results in both startup and large corporate environments.
- ∞ Demonstrated ability to absorb new technology, markets and customer segments to creatively develop successful sales strategies.
- ∞ Demonstrated ability to influence at multiple levels with an account.
- ∞ Demonstrated ability to present clear and succinct business cases and recommendations to all key decision makers.
- ∞ Demonstrated ability to deliver presentations in public and internal settings.
- ∞ Ability to provide sales leadership within a virtual, cross-functional team and to manage several initiatives simultaneously.
- ∞ Excellent analytical and project management skills.
- ∞ Strong interpersonal skills and ability to drive collaboration and influence change.
- ∞ **Strong sales leader, innovator, and entrepreneur.**
- ∞ Outstanding ability to communicate a compelling vision that inspires others to engage.
- ∞ Master of collaboration and partnerships.
- ∞ Decisive individual with sharp business sense and passion to take informed risks.
- ∞ Strategic and creative thinker who will build innovative solutions to grow and develop new business within existing and new areas.
- ∞ Thrives in an extremely fast-paced, dynamic environment. Other core competencies will be defined by your direct supervisor/manager

## WORKING RELATIONSHIPS

- ∞ Report to a Vice President of Channels or high level personnel
- ∞ Ability to work closely with peer engineers, group leaders and other employees and departments in the company
- ∞ Direct work with customer and partners

## EXPERIENCE/EDUCATION

- ∞ Requires a minimum B.A degree in a technical discipline or equivalent and 3-5 years of sales experience in a fast-growing company
- ∞ **10+ years** of industry-related sales experience with Cisco knowledge preferred.
- ∞ Knowledge of Cisco products

## Benefits:

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and extensive benefits package including paid time off, medical, dental, vision and 401k benefits and future growth



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opportunities within the company. Plus, we work to maintain the best possible environment for our employees, where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture. To learn more about our company please visit: [www.calabrio.com](http://www.calabrio.com).

To apply to this career opportunity please email [hr@calabrio.com](mailto:hr@calabrio.com)

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