

## Sales Engineer - Worldwide

To apply for this position, click [here!](#)

### WHAT PROBLEMS WILL YOU BE SOLVING?

The Sales Engineer (SE) is a technical sales person who will develop and execute sales projects focused on improving the Omni-channel customer engagement model through Workforce Optimization, WFO and Analytics, together with the Account Manager. The SE acts as the technical sales subject matter expert leading prospects toward Calabrio advantages through discovery, demonstrations and product configurations. The SE is part of the Sales team and he/she will work on opportunities in concert with the Account manager(s).

### WHAT SKILLS WILL MAKE YOU SUCCESSFUL?

- Enterprise telephony and contact center technologies particularly with Cisco and/or Avaya systems.
- Call recording, Quality Management, Workforce Management and Analytics experience
- Ability to deliver compelling targeted product demonstrations clearly highlighting the product benefits to prospects
- Desire and ability to learn new technologies and extend the boundaries of or sales tools to target specific opportunities
- Excellent track record of consistently meeting and exceeding aggressive sales goals
- Demonstrated ability to influence at multiple levels with an account
- Strong interpersonal skills and ability to drive collaboration and influence change
- Outstanding ability to communicate a compelling vision that inspires others to engage
- Thrives in an extremely fast-paced, dynamic environment
- Other core competencies will be defined by your direct supervisor/manager

### WHAT IS REQUIRED FOR YOU TO APPLY?

- Requires a minimum B.A degree in a technical discipline or equivalent and 3-5 years of sales experience in a fast-growing company
- 5+ years of industry-related sales experience

### WHAT VALUES ARE IMPORTANT TO CALABRIO?

- Collaboration amongst teams
- Open communication across the company
- Ambitious
- Accountable
- Customer Success

Calabrio, Inc. is an Equal Opportunity Employer that values diversity at all levels. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability or veteran status.

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