Technical Sales Engineer I

tekVizion, a leader in validation and automation of Unified Collaboration solutions is looking for an junior technical sales engineer. tekVizion counts some of the largest Fortune 500 companies such as Cisco, Microsoft, British Telecom, CenturyLink, Sprint, Cox, Charter as our customers. We build and manage partner echo systems for our customers like Cisco, Microsoft, AWS and Zoom to name some of the marquee partners. Would you like to learn about Unified Collaboration and Communication technologies like Zoom and Microsoft Teams? then this is your opportunity.

As a technical sales engineer, you will be responsible for reaching out to the partners of these technology solutions to provide an update of the latest technology and releases of their products and solicit them to certify and maintain their good standing in these programs. In addition, you will help the partner to go through the program process. tekVizion's primary customers include Independent Software and Hardware Vendors (ISVs/IHVs), Service Providers, UCaaS providers, CCaaS provider, large enterprises and others providing collaboration solutions.

tekVizon's mission is to help accelerate innovation by improving the quality and reliability of our partners' collaboration solutions. tekVizion provides a competitive advantage to our partners with our tekVizion 360 service comprised of our automation platform, virtual labs, and industry leading expertise. tekVizion 360 enables collaboration solutions to be pushed to market faster without compromising quality, reliability, and scalability.

What will you do?

- Develop a good understanding of our Partner technical solutions like Zoom, Microsoft Teams, Cisco Webex, etc.
- Maintain and track the partner participation in each of these Partner programs.
- Follow up and update the program members of the latest technology updates from these program products
- Solicit the program members to maintain their good standing in each of the program they participate
- Educate the program member of other tekVizion offer and their merits
- Track and organize program activities in CRM

Requirements

- Bachelor's degree preferred
- Passion for technology, enjoy interacting with people and helping, and a drive to succeed
- Meet goals by following up with program members to encourage them to participate in the program
- Strong work ethic
- Highly organized and prompt follow up with customers
- Ability to build strong relationships with new and existing members of the program
- Strong ability to persuade, motivate, and influence others
- Excellent verbal, written, and presentation skills
- Attention to detail and strong analytical ability
- Enthusiastic, persistent, and confident approach
- No travel required