

SIGOS is looking for a disciplined, self-motivated, organized, logical and analytical Technical Sales Test Automation Expert for our SIGOS App Experience (appexperience.sigos.com). The App Experience monitoring and test platform infrastructure is distributed across multiple data centers in North America, Europe, and Asia (and continues to grow).

Technical Sales Engineer

Fulltime | location: Eastern Region United States

Technical Sales Engineer is the primary technical resource on the App Experience sales team working closely with customer accounts. The Technical Sales Expert is dedicated to a sales territory working closely with Account Managers. The team works together to achieve or exceed mutual sales targets.

Your tasks:

- Presenting SIGOS AppEx solutions during customer meetings
- Recording, testing, and troubleshooting of customer tests scenarios
- Assisting the sales team in meeting and exceeding fiscal year revenue objectives by providing high-quality technical support
- Assisting during all phases of the solution sales cycle
- Identifying revenue generating opportunities within the pre-sales and post implementation cycles
- Assisting with the organization and collection of beta testing efforts on new product releases
- Maintaining open lines of communication with Product Management, Engineering, and Operations staff to effectively resolve bugs and service issues
- Travelling within the respective sales territory and HQ: San Mateo, CA or Nuremberg, Germany

Your profile:

- Bachelor's degree in a technology field or equivalent experience
- Four or more years of experience in a mobile technology support, quality assurance, or sales engineering position
- Knowledge of mobile device operating environments (iPhone, Android)
- Extensive experience with mobile application software development, deployment and sale and delivery software development solutions
- Excellent oral and written communication skills
- Ability to analyze business and technical requirements and issues, and recommend software solutions
- Extensive experience in sale and delivery software development solutions
- Experience with Java, SQL programming and Selenium/Appium is a plus

You can expect...

- ... a diversified range of tasks and responsibilities in a dynamic and growing company
- ... interesting opportunities for further professional development
- ... an open and social organizational culture in an international atmosphere

Did we spark your interest?

Then we look forward to receiving your full application materials including details about your motivation, your salary expectations and your earliest possible start date via e-mail* at: jobs@sigos.com

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