



Continuity Logic Sales Engineer

We are looking for a Sales Engineer to support Continuity Logic's prospects, customers and sales team. You will be managing pre-sales technical efforts to drive new revenues and provide new prospects with guidance as a trusted advisor. Working directly with the sales and product teams, you'll have the opportunity to highlight your experience and skills to present a suite of solutions through Continuity Logic's platform.

Responsibilities:

- Assist in discussions with customers to understand and document business needs
- Gather requirements to design technical solutions in the Continuity Logic suite of applications
- Build relationships with customers by serving as the technical liaison for pre-sales to post-sales
- Participate in strategic and tactical account planning
- Own the sandbox, trial, and proof of concept process
- Manage the Request for Proposal process as the technical SME
- Establish confidence in recommendations via product expertise, custom product demonstrations, technical phone calls, workflow outlines, product roadmap discussions and business process diagrams

Required Experience & Skills:

- 5+ years experience with SaaS solutions
- Solid understanding of Business Continuity, Disaster Recovery, SaaS solutions
- Masterful in delivering software demonstrations, whether in-person, or via web presentation
- Proficiency in MS Outlook, Excel, Powerpoint, Visio, Word
- Effective presentation, analytical, communications and customer relationship skills
- Bachelor's Degree or equivalent education, graduate degrees and military experience are valued

Preferred Experience & Skills:

- Industry certifications (DRII, BCI, RIMS, ASIS, CISSP)
- Familiarity with system integration methods such as web services, SOAP APIs and REST APIs
- Familiarity with HTML, XML, and structured data
- Ability to travel for key prospect engagements

Travel: 20%+

Location: FL-Tampa

About Us: