

Systems Engineer 2 (or higher)-07002608

Description:

Provides technical assistance for software pre-sale activities in Federal Government Segment. Applicant should have demonstrated ability to detect and understand customer's business needs; articulate value of our solutions and offerings; Identify appropriate applications, tools, and solutions. Prepare prototype solutions and presentations based on opportunity analysis. Develop and present customized demonstrations for accounts. Work with sales staff to outline available products and leverage sales opportunities. Plan and implement, in conjunction with Account Executive.

Qualifications:

Essential Qualifications:

- Bachelors/Associates/High School in a quantitative or business related field of study with;
- 2 years/ 4 years/ 6 years respectively of experience in technical sales, marketing, technical support, information systems, or a related area of expertise including one year of programming in a high-level language or developing SAS applications with at least two interactive operating systems supported by SAS. Public speaking experience required.

NOTE: Please list programming experience by position held.

Additional Requirements:

- Travel as business dictates; familiarity with two hardware environments supported by the SAS System. Demonstrated knowledge of SAS System tools. Strong verbal, written, and interpersonal communication skills; demonstrated project leadership skills; programming proficiency as required for prototype development and product demonstrations. Ability to relate technical concepts to SAS System applications and user needs. Ability to work and learn independently and as part of a team.

Preferences:

- Previous pre-sales experience in the software industry
- Any current or previous Security Clearance
- Background in Federal Government (DOD/Civilian Agencies, Intelligence, Aerospace)
- Demonstrated Business Intelligence knowledge

Additional Information:

To qualify, applicants must be legally authorized to work in the United States, and should not require, now or in the future, sponsorship for employment visa status.

The level of this position will be determined based on the applicant's education, skills and experience.

Resumes may be considered in the order they are received.

Job: Sales

Primary Location: US-VA-Arlington

Other Locations: US-MD-Rockville

Organization: SAS Institute Inc.

Classification: Full-time

How to apply:

Applications accepted online only at: <http://www.sas.com/jobs/USjobs/search.html>. All other forms of application may not be considered. Please refer to job# 07002608 when applying online.