

**Job Title:** Application Engineer  
**Job Type:** Full Time Permanent Employment  
**Start Date:** Immediate  
**Job Location:** Pointe-Claire, Quebec, Canada

Are you looking for a new challenge in a fast-growing, dynamic high-tech company?  
**It's time to make a move!**

VuWall is a global leader in video wall control systems, develops solutions to easily manage visual information on video walls and large display monitors used in corporate environments and mission critical applications. We are a privately held company headquartered in the West Island of Montreal with a European subsidiary in Germany. With customers in more than 45 countries, we have deployed over 3,000 projects in many Fortune 500 organizations, government agencies, utility, transport, and security companies including the US Departments of Transportation, NASA, Canadian Space Agency, European Commission, Sydney Rail, Porsche, Daimler, L'Oréal, SNCF, and FIFA.

## JOB DESCRIPTION

---

We are looking for a dedicated, Montreal-based, Application Engineer who is passionate about leading-edge technology. The candidate shall be committed to providing customers with technical guidance, helping them design projects and propose the right solutions to solve their challenges. You would be the customer's main point of contact and provide pre-sales technical support to VuWall's Sales Managers. The role may require remote and onsite configuration and training.

This technical role directly supports the sales team to close new projects, while maintaining and growing existing accounts. You will be reporting to the Vice President of North American Sales.

## MAIN RESPONSIBILITIES

---

- Be the customer's primary contact from the project design phase to successful deployment
- Act as the sales team's technical voice
- Build strong relationships with customers to become a trusted advisor
- Understand and identify the gaps in our product offering and share those insights with the Product Development team to influence the roadmap
- Maintain up-to-date expert-level technical knowledge of all VuWall solutions to deliver client demos and technical sales pitches.
- Support and participate in tradeshows and partner events mainly in Canada and occasionally in the USA.
- Provide feedback to management stay current on market trends, competition, technology gaps and opportunities to deliver more value to customers and influence VuWall's product offering.
- Pre-Sales Support:
  - Meet with consultants, AV/IT/Security integrators and end users to help promote VuWall solutions
  - Listen, understand and analyze customer requirements and propose the most appropriate solutions based on their needs and VuWall's capabilities
  - Validate solutions for bid requirements and create compliance matrices
  - Create BOMs and quotes

- Deliver technical presentations, training, online and onsite demos and product overviews.
  - Create conceptual design drawings in Visio
  - Occasionally, take a sales leadership role to drive an opportunity to closure
  - Address technical questions about VuWall solution features, functionality, and the roadmap
- Post-Sales Support:
    - Coordinate and supervise onsite or remote installations
    - Deliver onsite and remote end user training
    - On occasion, assist technical support team

## QUALIFICATION REQUIREMENTS

---

- Education: College or undergraduate degree in Audio Visual, Telecommunications, Electronics, Networking or similar
- 3 years of experience in IT, networking or related field providing technical sales support
- Consulting and/or sales experience is an asset
- Comfortable with high-paced work environment
- IT and Networking expertise: network configuration, troubleshooting, routing & switching, multicast/unicast transport traffic and protocols, implementation of AV devices on networks.
- Excellent communication skills with ability to explain technical concepts to customers with different levels of technical expertise– executives, users, and administrators.
- Strong analytical and problem-solving skills
- Creative and out-of-the-box thinker with a “can do” attitude
- Excellent verbal and written communication skills in mother-tongue English
- Ability to work in a team and independently
- Willingness to travel in Canada (around 20%)

## EMPLOYMENT BENEFITS

---

- Fast-growing company with state-of-the-art technology.
- Dynamic team of professionals always available for help and support.
- Exceptional company culture. Join a family of kind, talented, dedicated and passionate people.
- Flexible work-from-home/office balance and flex-hours
- Medical & dental benefit package.
- Free parking, coffee, and tons of snacks.

TO APPLY

Click here to email your CV to  
[careers@vuwall.com](mailto:careers@vuwall.com)