

Job Title: Sales Engineer
Job Type: Full Time Permanent Employment
Start Date: Immediate
Job Location: USA (preferably Atlanta, GA)

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, providing a complete ecosystem of products and solutions recognized for easily managing visual information in work environments and strategic decision centers. Founded in 2009, it is a private company with offices in Montreal, Canada (Corporate HQ), Reutlingen, Germany (European HQ), and Atlanta, Georgia (US Office). With customers in over 45 countries, VuWall has deployed more than 5,000 projects in many Fortune 500 organizations, government agencies, and public utilities, transportation, and security companies. Among their clients are the US Department of Transportation, NASA, the Canadian Space Agency, the European Commission, Sydney Rail, Porsche, Daimler, L'Oréal, SNCF, FIFA, various government institutions, etc.

JOB DESCRIPTION

We are seeking a dedicated Sales Engineer to provide expert technical guidance to customers, help them design projects, and propose the right solutions to their problems. The ideal candidate will serve as the main contact for customers and provide pre-sales technical support to VuWall's Sales Managers. The role may involve remote and on-site configuration and training. This position offers a hybrid work-from-home policy, where the candidate is ideally located close to our Roswell office near Atlanta, GA.

MAIN RESPONSIBILITIES

- Serve as the primary point of contact for customers throughout the project lifecycle, from the project design phase to the completion of the deployment.
- Pre-Sales Responsibilities:
 - Collaborate with consultants, AV/IT/Security integrators and end-users to promote VuWall solutions and address technical inquiries.
 - Analyze customer requirements and recommend the most suitable solution.
 - Validate solutions to ensure compliance with bid requirements and create compliance matrices.
 - Generate quotes and follow-up on projects.
 - Conduct online and on-site demonstrations to showcase the capabilities of VuWall solutions.
 - Develop conceptual design drawings in Visio.
 - Occasional support and participation in trade shows and partner events.
- Post-Sales Support:
 - Lead transition of project architecture and details to post-sales team at commencement of projects
 - Assist technical support team with challenging support issues as needed.

QUALIFICATION REQUIREMENTS

- 5+ years of relevant work experience as a Sales Engineer or similar experience, in professional audio-visual system design
- IT and networking expertise
- Bachelor's degree in engineering, computer science, or related field is an asset
- Ability to explain technical concepts to customers with different levels of technical expertise
- Strong problem-solving skills and ability to work effectively in a team-oriented environment.
- Excellent verbal and written communication skills in English with the ability to convey complex technical concepts in a clear and concise manner.
- Willingness and availability to travel to customer sites and events as required.

THE VUWALL EXPERIENCE

- Competitive salary and comprehensive benefits package.
- Opportunity to work with cutting-edge technology in a growing industry.
- A dynamic and collaborative work environment with a focus on professional growth.
- Embracing diversity, the company offers an exceptional multinational culture.

TO APPLY

Click here to email your CV to
careers@vuwall.com