

# JOB DESCRIPTION

<b>JOB TITLE:</b>	Sales Engineering		
<b>JOB TYPE:</b>	Full-Time	<b>Salary</b>	TBD
<b>LOCATION:</b>	North Sydney		
<b>SUPERVISOR/MANAGER:</b>	Chief Technology Officer		
<b>JOB DESCRIPTION</b>			
<p>This role is responsible for providing technical presales support across all SecureCo products and services, supporting sales.</p> <p>The role is based in North Sydney, with a focus on Australia &amp; NZ, but has potential to extend to a global focus as the business expands.</p> <p>This is a highly technical role with the primary function of this role to work closely with the Sales &amp; Product teams to help articulate and document the value of SecureCo's suite of products through the entire sales life cycle.</p> <p>Understanding the Product Development Life Cycle is a must as this role requires translating technical concepts into product requirements for development sprints.</p> <p>You will be expected to be able to work autonomously with the sales and product teams and be able to work on multiple sales activities at various stages at the same time.</p> <p>This role reports directly into the CTO and you are expected to help drive the business strategy in a technical/presales lead capacity.</p> <p>Experience in any of the following advantageous:</p> <ul style="list-style-type: none"> <li>• Voice &amp; Data networking</li> <li>• Credit Card Payments</li> <li>• PCI DSS environments</li> <li>• Web Services</li> </ul> <p>The successful candidate will need to be able to roll up their sleeves and must have a 'can do' attitude. A consultancy background and understanding of complex sales would be highly regarded.</p>			
<b>MAIN DUTIES/RESPONSIBILITIES:</b>			
<ul style="list-style-type: none"> <li>• Developing Product knowledge across all SecureCo products including the following:             <ul style="list-style-type: none"> <li>○ eCommerce/MOTO Payments</li> </ul> </li> </ul>			

- Secure Hosting/Web Checkout
- Hosting call recordings
- Payment Tokenisation
- Attending customer meetings and translating customers' requirements into products and services
- Lead technical workshops and presentations, articulating the solution and product value propositions.
- Customer requirements gathering and management of feature requests to product teams, aligned with product roadmaps.
- Technical validation of proposals
- Producing high quality Sales and Technical Proposals
- Developing strategies to drive product development
- Reviewing and providing input to Product documentation
- Understanding Security and PCI Compliance obligations

### **Qualifications**

Bachelor or equivalent tertiary qualification  
Experience in HTML, CSS, JavaScript, SQL a plus

### **Skills**

- Ability to understand and/or capacity to learn the technical elements of all SecureCo's products and services.
- Strong presentation skills to both technical and executive teams
- Strong communication skills, both written and verbal
- Writing high quality Proposals and Sales Collateral
- Detailed understanding of SIP based telecommunication architecture
- Detailed understanding of PCI DSS and payment industry
- Experience managing internal and external stakeholders
- High energy, self-starter comfortable with ambiguity in entrepreneurial environments.

### **Experience**

- Previous sales or presales experience in similar industries
- Working on complex carrier and enterprise level sales solutions
- Technology Strategy and Product Roadmap input
- Previous experience working within a small dynamic team.