

Are you looking for the “start-up” feel in a well-established and rapidly growing company? As an industry-leading provider of Electronic Content Management (ECM) software solutions, highly regarded for our robust and superior software, we take pride in only hiring highly trained, top in their game, Business Development Representatives, Content Marketing Managers, and Software Sales Executives to make our A-Team in our Sales and Marketing Department at our **Tampa, FL** Office! However, this role can be located anywhere in the continental U.S. although the person would ideally be located in the Southeast (Tampa) region.

With our continued growth, we now need to add a **Sales Engineer** with experience who will provide pre-sales technical support for IntelliChief’s Document Management solutions. You will be the liaison between IntelliChief and customers/prospective customers to communicate integration capabilities and benefits that IntelliChief Document Management, Capture and Workflow solutions provide to business environments and systems. The position assumes a role prior to the sale, providing a deeper level of technical direction to customers and internal sales staff in the development of a fully integrated Document Management solution with capture and workflow. Our Sales Engineer addresses presales technical issues and specific business applications (ERP, Financials, etc.); interfaces with the customer’s management team to assess major operational requirements; and address the customer’s product/service needs by demonstrating solutions in a live environment at the customer’s location or via web-conferencing.

Come be our next **Sales Engineer** where you will also assist in building and maintaining demos (in a virtual environment) and supporting salesforce readiness and market positioning for both new logo acquisition and expansion in the ERP verticals established by IntelliChief’s executive team. Your contributions will make a difference!

About the job

- Present IntelliChief value proposition and product demonstrations at trade shows/webinars and at customer sites
- Maintain in-depth product and “best practice” knowledge of all IntelliChief solutions
- Work with Sales Engineering Manager to create, manage and update all demonstration systems and assist with training new sales reps on how to give presentations
- Assist direct sales force in complex sales deals by:
 - building customized demonstrations that match customer requirements
 - responding to functional/technical elements of RFIs/RFPs
 - creating customer-specific SOWs
 - transitioning customers to Professional Services team post-sale to ensure proper description of requirements
- Provide feedback to Product Manager regarding customer-requested product enhancements
- Collaborate with Sales Engineering team to update solution demonstrations
- Continuously develop personal/professional skills

About You

- Complete understanding of document management/workflow/capture products and services and how they are/can be used in a customer environment
- Take-charge attitude and desire to research and implement new ideas in order to solve customer/industry business problems
- Excellent listening/presentation/communication skills translating complex technical solutions into business dialogue that customers can easily understand while responding to customer’s unique concerns
- Inquisitive about technology and using it to innovately solve business problems and inefficiencies
- Familiar with software demo environment management, preferably using VMWare

- Strong technical aptitude with ability to creatively apply technology solutions to customer-specific business requirements
- 3+ years experience interacting directly with customers, preferably working with CFO/Accounting/Operations personnel
- 3+ years experience with Microsoft Windows and host systems
- Understanding of line-of-business and back-office processes and applications used (e.g., Finance and Order Management functions)
- Ability to travel overnight to customer sites to perform technical demonstrations up to 50% of time
- Bachelor's Degree, preferably in a technical discipline

About Compensation and Benefits

We offer a competitive base salary based on your background and level of experience with an outstanding opportunity to learn while you perform and career advancement in a growing enterprise. We also offer regular company social events, a very generous benefits package which includes health, dental, vision, short and long-term disability, paid time off, one day paid volunteer day to volunteer for the charity of your choosing as well as a company 401(k). Good stuff!

The Next Step

If you want to make a difference and be part of a growing technology company providing software solutions to some of the country's largest and savviest companies, take a look at our website at www.intellichief.com and send your resumes to recruit@IntelliChief.com

Our Story



Established in 2005 and partnering with leading ERP software vendors, IntelliChief is a leading provider of software solutions for going paperless within mid to large size enterprises. Noted for our robust and superior software, highly trained professional services and world class customer support, we deliver solutions well regarded for quality and excellence. We attribute the company's success and growth to the technical expertise, loyalty and dedication of our employees and by being a socially conscious employer, dedicated to being good corporate citizens. We seek experienced top-notch team members, to help us continue our next level of growth. Offering a diverse and open working environment, fostering a creative and dynamic company culture where highly motivated and intelligent team members can excel and reach their career potential.

IntelliChief, LLC is a proud Equal Opportunity Employer – we do not just accept difference – we celebrate it, we support it, and we thrive on it for the benefit of our employees. We do not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.

