



Job Opening – Sales Engineer

Starfish Associates is a leading provider of telecom software solutions that enable enterprises to streamline and optimize their telecom business processes. Powered by our technology platform, Starfish offers solutions for automation, self-service and monitoring & optimization. Our solution portfolio supports multi-vendor unified communication and contact center platforms including Avaya, Cisco and Microsoft. Starfish solutions are deployed in large enterprises and Fortune 500 companies to help our customers improve operational efficiencies, enhance employee productivity and reduce operating expenses.

Starfish is seeking a sales engineer with 3-5 years of experience to work out of our Bridgewater, NJ headquarters. You will be part of a dynamic, growing team developing innovative telecom solutions for large/global enterprise customers.

Primary responsibilities for this position include:

- Interacting daily with customers and applying a deep understanding of technical innovations to solve customer business problems
- Demonstrate expert knowledge of the company's technology & solutions
- Conduct & actively participate in customer demonstrations
- Assist in discovery activities to understand customer requirements and translate them into technical requirements
- Provide assistance with technical content pertaining to customer proposals
- Project & account management

The job pre-requisites include:

- Familiarity with telecom systems including Avaya, Cisco and Microsoft Skype for Business
- Experience working with large enterprise accounts
- Experience developing technical relationships
- Experience with solution selling
- Knowledge of IT service & delivery
- Problem solving skills: ability to evaluate & assess a problem and determine an effective course of action
- Excellent communication & presentation delivery skills

We are offering a competitive salary, company benefits (health, dental, 401k) along with a performance bonus based on individual and company objectives. Please send your resume to jobs@starfishassociates.com for **immediate** consideration.