

## Job Opening – Sales Engineer

### **About Starfish Associates**

Starfish is a global software company providing communication management solutions for multi-vendor communications and contact center platforms for on-premise, cloud-based and hybrid environments.

We provide solutions for automation, self-service and monitoring of communication platforms Avaya, Cisco, Genesys and Microsoft. Our solutions are tightly integrated with leading IT business applications including ServiceNow, PeopleSoft and Workday.

Starfish automates millions of transactions annually for the world's largest enterprises and Fortune 500 companies. Our technology enables these enterprises to become more agile and respond faster to dynamic conditions

### **About the Job**

We are 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 communication management 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.

### **Qualifications:**

- Familiarity with communication platforms including Avaya, Cisco, Genesys and Microsoft.
- 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 offer a competitive salary, company benefits (health, dental, 401k) along with sales commission based on individual and team sales objectives.

Please send your resume to [jobs@starfishassociates.com](mailto:jobs@starfishassociates.com) for **immediate** consideration.