Crawford Technologies

Pre-Sales Engineer – Full-time – Work from Home in the US

This position offers you an exciting enterprise pre-sales engineer opportunity for market leading high-growth global company in ECM, CCM, EOM, Archiving and Accessibility technologies.

Bring your technical expertise and join our team of specialized staff. Use your knowledge to outline solutions and convey the value and benefits of our products to our partners, prospects and customers. Enjoy working with a great team of professional services and sales.

If you have background in print-stream conversions, document re-engineering, high-volume document workflow, document accessibility and archiving software solutions, DON'T wait; contact us now for an opportunity to work with a dynamic team and at a rapidly growing software company.

About Crawford Technologies

Crawford Technologies is an award-winning, worldwide leader in print-stream conversions, document re-engineering, high-volume document workflow, document accessibility and archiving software solutions. For over 20 years, Crawford Technologies has expanded its solution offerings in Customer Communications Management (CCM), Enterprise Output Management (EOM), Enterprise Content Management (ECM) and Document Accessibility markets. CrawfordTech is dedicated to helping organizations improve their customer communications delivery systems so people can receive their documents in their format and channel of preference.

Crawford Technologies is on the forefront of technology. As a North American Deloitte Technology FAST 500 company, listed the past five years on the PROFIT 500 list of fastest growing companies in Canada and a member of the Branham 300 Top ICT Companies in Canada for three, CrawfordTech is an exciting high growth company with a lot of opportunity.

Crawford Technologies has a fun, diverse and fast-paced culture with an inherent drive to make an impact with an eye for innovation in technology. We have the best, brightest talent and our employees make the difference, and we have the awards and recognition to demonstrate it.

Job Title: Pre-Sales Engineer – Full-time – Work from Home in the US

Position Summary

Responsible for the Presales/Post sales/Project Manager Engineer/Services: Demonstrate exceptional communication skills, strong interpersonal skills, and the ability to influence to close sales. Be self-motivated, organized, and able to multi task.

Requirements

- Ability to build strong and productive working relationships with customers/clients, including the ability to gain and maintain client trust.
- Strong leadership skills and confidence in presenting at all levels of management and technical staff members.
- Working knowledge of common software applications and uses; including Operating Systems, MS Office Applications, Internet Browsers, and Adobe Acrobat. Ability to learn new software applications as they appear in the market and stay current with technology.
- Excellent computer application skills such as Visio, Microsoft Word, Excel, PowerPoint etc.
- Self-directed, with the ability to plan your own activities to meet sales activity. The ability to manage a multi-tasking environment. Manage across several time zones.
- Excellent presentation skills are required.
- Excellent communication skills, both written and verbal, time management and relationship management skills.
- Ability to clearly document business requirements and translate to technical solutions and specifications to document requirements for development and work with staff for solutions
- Willingness and ability to travel up to 30% of the time as required by business needs.
- Knowledge of ECM Archive solutions (CMOD, Filenet, Mobius, EOS)
- Knowledge of formatted print streams (AFP, Xerox, PDF, Postscript and PCL)
- Scripting languages a plus (Python, REXX, VB)
- Database knowledge a plus (Oracle, SQL Server)Programming Languages a plus (Java, .NET, C++)

Responsibilities

- Responsibility to engage with sales and services team to gather requirements for direct and partner sales. The ability to provide pre-sales support, provide industry knowledge and Crawford's solutions and offerings.
- Document requirements for solutions and required components and services.
- The ability to demo products and solutions, either onsite or using online web presentment tools. Individual must be able to work with sales staff to target key value points and clearly present and articulate the value of the solution.
- Ability to demo all solutions with confidence and perform proof of concepts when required and work with services team to clearly define proof of concept guidelines
- Document enhancement request from customers and clearly demonstrate the value to the customer and CrawfordTech. Ability to articulate requirements and overall solution.
- Perform onsite or offsite, services work or training on products

Experience (must possess all of the following)

- Minimum of 5 years' experience in a similar position within Enterprise Software or Content Management marketplace with a proven track record of successful selling of high value software into Financial Services, Insurance, Telecom, Government, PSPs, etc.
- Knowledge of industry print streams required AFP, Xerox, PDF, Postscript, PCL and image type files.
- Industry knowledge of print production facilities from printing devices and finishing equipment requirements.
- Some understanding of different programming languages and scripting knowledge.

- Computer OS knowledge, MVS ZOS, Windows, Linux, AIX, Solaris
- Database structure and knowledge. Oracle, SQL, MySQL knowledge.
- Scripting skills and or programming skills (Java, .NET, C)

Education:

- Bachelor's degree or experience in related field is preferred.

What is in it for you?
- *Competitive salary*
- *Excellent benefits*
- *Be part of a rapidly growing software company*
- *Work with great people*

Prior to submitting an application/resume, review the job descriptions complete list of job duties and qualifications. Please forward by e-mail to: Carol Steinbock, VP of Human Resources at csteinbock@crawfordtech.com

We thank all applicants for their interest in joining our team. Those short listed will be contacted.

Note: *This job description is to be used as a guide for accomplishing company and department objectives and is not intended, and should not be construed to be an all-inclusive list of responsibilities, skills, efforts or working condition associated with a job. Management reserves the right to modify, add or remove duties from particular jobs and to assign other duties as necessary.*

Crawford Technologies Inc. is an Equal Employment Opportunity/Affirmative Action Employer and provides reasonable accommodations during the job application process for qualified individuals with disabilities.

If you are an individual with a disability and require a reasonable accommodation to complete any part of the application process, or are limited in the ability or unable to access or use this online application process and need an alternative method for applying, you may contact (970) 818-7755 or email csteinbock@crawfordtech.com