Employer Name: Laserfiche
Position Title: Presales Engineer
Location - City, State: Vienna, Virginia
Industry: Internet & Software

Job Description: The Presales Engineer role is a broad one. First and foremost, presales engineers are the software experts; they know the Laserfiche product suite inside and out, from architecture to implementation. As such, they have a wide range of responsibilities with the opportunity to work with a wide range of people. They could be brought onto a sales call to answer technical questions, asked to give a webinar, brought to a user group to chat with customers, or consulted in designing solutions for a customer's business needs. To meet these challenges, an ideal candidate is someone well-rounded and driven to find not just a solution but the best solution. Problem-solving skills are a must, as are communication skills. A presales engineer should be approachable and happy to lend a hand. There will be challenges in such a diverse role, but a presales engineer will never be bored and will always be learning.

Responsibilities Include:

Proof-of-Concept Demonstrations:

- Speak with potential customers to learn about their business process needs
- Build a solution in Laserfiche to solve their business needs and help their processes run more efficiently
- Present the solution to the customer and answer any technical questions
- Communicate the solution such that people who are non-technical or unfamiliar with the software can fully comprehend it

Laserfiche Software Training:

- Break down technical details into information that's useful and tailored to the training audience
- Help develop new training curriculum
- Teach at our annual Laserfiche Conference
- Conduct training both in person and via the web

Reseller Support:

- Work with our expansive network of Value-Added Resellers
- Provide technical consulting via email, conference calls, and presentations
- Write clear, concise answers to technical questions for the reseller network and RFPs

Work Travel:

- Travel requirements are flexible but every presales engineer will be expected to travel within the domestic U.S. several times a year

What You'll Need:

- Bachelor's degree, preferably in a STEM field
- Ability to learn and understand software, hardware, networking, and database concepts; experience with scripting or programming is a plus
- Demonstrated ability to provide both written and verbal explanation of complex technical concepts to non-technical audiences; experience in teaching or tutoring is a plus
- Exceptional communication and presentation skills

Duration: Permanent
Job Functions: Consulting, Engineering – Web/Software, Sales

Employer Description: Laserfiche is the world's largest privately-owned enterprise content management (ECM) software company. Since our start in 1987, we've developed software that helps over 4 million users make documents accessible and enables workplaces to operate at their full potential. Organizations use Laserfiche ECM software to move away from hard-copy paperwork and securely store, modify and route their files electronically. Our automation tools replace tedious manual tasks that typically delay work. Maybe it's the year-round California sun, but our folks are a social bunch with a knack for sharing their passions: Our foodies dine together at the best joints around LA; the sporty types hit the surf and soccer fields; the sailors charter our company sailboat, The Flying Fiche, to glory on the high seas, and much more. This shared curiosity brings an all-hands-on-deck approach to our office. Employees quickly become experts in their roles, but more often form cross-functional teams, collaborate at all levels and take on impactful projects from day one. The end game? Teams that thrive and a place to make personal connections right away. We recruit top engineering, marketing, consulting and sales talent around the world.

Employer Locations: Vienna, Virginia

Allowed School Years: Senior
Allowed Majors: All majors allowed
Work Authorization Requirements: US Work Authorization Required