



Job Posting

Job ID:	SPSE
Job Title:	SharePoint Sales Engineer
Start Date:	Immediate
Compensation:	DOE
Job Location:	United Kingdom

Description

BinaryWave, a leading provider of Enterprise SharePoint Solutions, is seeking experienced, energetic, talented and results-oriented professionals to join our team of world-class SharePoint specialists. Qualified candidates will be expected to excel at managing opportunities to provide SharePoint development, consulting, training and tools to clients across a broad range of industries. This is an opportunity to work with the latest Microsoft technologies in a technical sales and project management capacity in a fast-paced, challenging and enriching environment.

Responsibilities

Responsibilities of a SharePoint Sales Engineer include:

- Identify and pursue opportunities with new and existing clients to deliver development and consulting services, instructor-led and electronic training, and SharePoint-related tools and utilities
- Pre- and post-sale customer relationship management
- High-level project management and coordination
- Customer requirements gathering, business analysis and proposal delivery
- General business development and marketing activities
- Participation in community efforts, including blogs, newsgroups and conferences

Qualifications

Candidates must possess the following:

- 5+ years technical sales, business development, marketing or related background
- Strong technical knowledge of Microsoft software and methodologies
- Working familiarity with SharePoint Products and Technologies
- Hands-on project management and or business analysis experience
- Proven track record managing large enterprise accounts
- Excellent communication skills
- Ability to interact directly with clients at the VP level and above
- Microsoft certification strongly encouraged

Travel

Some travel required.

Contact Information

Interested candidates should forward their resume/CV to jobs@binarywave.com