



SECURITY DESIGN ENGINEER

Location: Jacksonville, FL or Dallas, TX

DESCRIPTION

This position is responsible for partnering with sales and estimating teams to review, qualify and estimate security projects.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Reporting to the Team Lead/Operations Manager, SE Division this role will work closely with the sales and estimating teams to assist with identifying and qualifying security sales leads and projects
- Serve as a technical product expert to both prospective customers and sales representatives, providing technical insight and support
- Understand customer requirements, current security systems and needs and advise end users on best practices and security solutions.
- Review RFP and work with internal team to estimate projects
- Become and remain familiar with ComNet's customer base, their systems and applications, competitor products, and new technologies entering the market.
- Provide product expertise to marketing to develop sales collateral.
- Maintain customer relationships as assigned, communicating effectively with customers at every level, from engineers to senior management
- Identify and help define and prioritize high-value features, customer requests, and product modifications to reduce friction and time-to-value for customers, especially those that are "low hanging fruit" for driving customer success, increasing adoption and stickiness, and increasing sales opportunities.

JOB REQUIREMENTS

- Bachelor's Degree or 4 years' experience in the Integrated Security Industry
- 5+ years sales engineering experience in the Communications and/or Security industry
- Excellent communication and customer service skills
- Strong organization skills
- Ability to work independently and as a team player

- Ability to work in a fast paced environment with quotas and goals
- Strong attention to details
- Excellent time management skills
- Excellent oral and written communication skills
- Ability to travel
- Ability to prioritize tasks and meet deadlines
- Ability to maintain confidential information
- Ability to lift and/or move up to 10 pounds

The worker is subject to inside and outside environmental conditions.

