



## **SECURITY DESIGN ENGINEER**

### **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.

**EEO**

This job description in no way states or implies that these are the only duties to be performed by the employee incumbent in this position. An employee will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

A review of this position has excluded the marginal functions of the position that are incidental to the performance of fundamental job duties. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbent will possess the skills, aptitudes and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills or abilities.

This document does not create an employment contract, implied or otherwise, other an “at-will” relationship.

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*Employee Signature*

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*Manager Signature*

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*Date*

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*Print Name*

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*Human Resources Approval*

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*Date*