JOB TITLE:	Senior Sales Engineer

REPORTS TO:	Manager of Sales Engineering

DIRECT REPORTS:	None

OVERIVEW:	BCM One is looking for a highly-talented Senior Sales Engineer that will partner with our sales teams to provide technology solutions, derived from client's business requirements. The ideal candidate will be cloud focused and hold Microsoft and AWS certifications, while having strong networking knowledge. You will have the opportunity to develop custom solutions assuring a World Class Experience for our client base. BCM One's core products include: Network Connectivity: MPLS, Internet, PTP, etc. Managed Services: Router, Switch, Server, SD-WAN, etc. VoIP Services: SIP Trunking, UCaaS, Skype for Business Cloud Services: Public / Private cloud, MS Office 365 & Azure, AWS, Data Center

RESPONSIBILITIES/DUTIES:	- Take part in developing new products - Conduct on-site solution overview and design sessions with prospects and customers in support - of Sales Team and Partners - Create solution descriptions (Scope of Work) that provide a clear view of the opportunity, - including the prospect/customer's business need and proposed solution design - Serve as a liaison between Sales Organization, back-office Engineering, Pricing and Provisioning - to ensure solutions are sold, price and provisioned to meet the customer's needs - Train partners, sales and account managers on the products and services relevant to their target - prospects and customers - Sell technical credibility and capability to deliver proposed solution - Maintain knowledge of market offerings to sell technically against competitive solutions

REQUIRED SKILLS:	- Experience with Managed Hosting Services, Public / Private cloud, MS Azure, AWS, Data Center, - Office 365, Virtualization, and Outsourced infrastructure solutions – IaaS & PaaS - Strong consulting skills - Experience in migrating on premise workloads to the cloud - Strong Active Directory and Identity and Access Management experience - Experience with migrating multiple messaging platforms to Exchange Online - Experience selling & implementing Skype For Business – Voice experience a plus - Excellent written and verbal communication skills - Strong knowledge of internetworking designs and their applications, to include LAN/WAN - networks (MPLS, VPLS, Point-to-Point), IP telephony (SIP Trunking & Hosted VoIP), Security (awareness of compliance needs), network diversity applications and other technical skills. - Strong experience with consultative selling and customer questioning techniques to identify new opportunities, sell within existing accounts and maintain the role of trusted advisor to both the client and sales team. - Industry leading certifications preferred (Microsoft, AWS, Cisco, Juniper, etc.). 8 years related technology experience preferred, 5 years minimum. - Open to business travel