



## Job Opportunity – Pre-Sales Engineer - OH

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**Position Title:** Pre-Sales Engineer OHIO  
**Department:** Professional Services  
**Supervisor & Title:** Joe Santini

### Position Responsibilities

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- Working with Corp and NE Sales, owns development and execution of technology strategy. •Designs solutions that meet customer needs and beat competition. Develops strong relationships with sales team, internal engineering, and key technical customer contacts and leverages to Barcoding, Inc.'s advantage; creates and delivers high impact solution presentations.
- Perform in-depth technical presentations for customers and prospects, and work closely with business units to assist with product planning and/or enhancements.
- Provide product consulting and technical sales support to customers and Barcoding, Inc. account teams.
- Conduct on-site or remote demonstration and technical training.
- Support platform evaluation and proof of concepts.
- Assist in the completion of technical requirements response for requests for proposal.
- Analyze customer requirements and provide innovative solutions and strategies to complex issues.
- Keep abreast of industry trends and competitive products.

### Skill Requirements

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- Bachelors Degree preferred
- Hands on experience in Unix environments, including Sun Solaris and Linux OS.
- Knowledge of Windows and Macintosh OS platform environments.
- Technical experience with web server technologies, including XML, HTTP/S and Web Services protocols.
- Knowledge of enterprise systems and networking environments, including reliability and security requirements, with emphasis on TCP/IP and LAN related services, firewalls, applications running over IP and Internet related protocols.
- Proven analytical and problem solving skills, as well as solid communication and interpersonal skills.
- Self-starter with demonstrated ability to multi task, attention to detail as well as work in a team environment.
- Travel is required. (car or airplane)

If you are interested in applying for this position; please submit your resume and SALARY requirements to [karar@barcoding.com](mailto:karar@barcoding.com).