



## Job Opportunity – Pre-Sales Engineer

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**Position Title:** Pre-Sales Engineer – Mid Atlantic  
**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).