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| **Job Title:** | **Pre-Sales Engineer** | **Job Category:** | Exempt |
| **Department/Group:** | Engineering | | |
| **Location:** | Remote | **Travel Required:** | 50% +/- |
| **Reports To:** | Product Manager | **Position Type:** | (Full-time/Part-time – state one) |
| **Level/Salary Range:** | Competitive | **Date Posted:** |  |
| **HR Contact:** | Dixie Milberg | **Start Date** | ASAP |
| **External posting URL:** | <http://www.phoenixet.com/company/careers-phoenix-energy-technologies> | | |
| **Applications Accepted By:** | | | |
| E-mail: careers@phoenixet.com  Subject Line: Pre-Sales/Solution Quality Engineer  **Attention:** Dixie Milberg | | | |
| **Job Description** | | | |
| **POSITION SUMMARY:**  Phoenix Energy Technologies, Inc., combines cutting-edge technology with ecological responsibility and state-of-the-art cost-cutting facility management technology and services. We are innovative leaders in our industry. No one else does what we do, how we do it!  As Sales Engineer for Phoenix Energy Technologies, you will serve as the primary technical resource for field sales executives, actively driving the technology evaluation stage of the sales process. Working in conjunction with the sales team, your job as key technical advisor and product advocate, you will master articulating PhoenixET’s EnterpriseDX technology solution to both business and technical users. Additionally, this position will include QA responsibilities to ensure product testing is in line with Customer requirements, expectations and Scope of Work.  **ABOUT PHOENIX ENERGY TECHNOLOGIES, INC.:**  Founded in 2004, Phoenix Energy Technologies is a leading provider of Enterprise Energy Management Software and Services. PhoenixET works with retail, grocery, healthcare, and public sector customers to discover opportunities and implement strategies which reduce energy consumption and lower facilities spend. Through real-time measurement and verification of energy use, related costs and contextual data (such as weather, occupancy, and schedules) PhoenixET helps its customers get a "full view" of energy consumption and costs to drive efficiencies, deliver maximum ROI, and support corporate sustainability goals with reductions in Green House Gas Emissions  In addition to its SaaS software services, PhoenixET also provides professional Business Process Outsourcing (BPO) and Analysis as a Service (AaaS) to its customers. PhoenixET has taken an innovative approach to data analytics with a focus on built-in intelligence. By leveraging the PhoenixET technology platform, together with a robust and innovative services team, and proactive analytics tools.  Culture is important at Phoenix Energy Technologies and we take great pride in our Phoenix Phamily atmosphere and boundless Team spirit! We offer a great product/service; have exceptional leadership and a close-knit group of knowledgeable and hard-working Team- oriented employees. We are innovative, creative, professional and growth-oriented. **We have excellent medical, dental, vision and life benefits, a great flexible Personal Time Off Plan (PTO) and immediate 401K contributions**. PhoenixET is truly an awesome place to work and grow!  We are excited about where we are headed and we think you will be too:  Using our SaaS product, we help large multi-site organizations reduce energy costs, facilities maintenance & repair spend, and equipment purchases without the installation of hardware, through quickly implemented web-based software coupled with our professional services and proactive analytics.  Our Customers achieve measurable energy, facilities repair, and maintenance savings by operating more efficiently, limiting equipment failures and costly truck-rollouts, and providing greater comfort controls as well as taking advantage of our proactive analytics.  Armed with better monitoring and decision-making tools, customers not only save money, they also support sustainable energy and attain significant carbon reduction goals.  Through our technology and services, we help our Customers achieve quick win ROI with reductions in energy consumption, facilities spend, and Capex.  Culture is king at Phoenix Energy Technologies and we take great pride in our Phoenix Phamily atmosphere and boundless Team spirit!  We offer a great product/service; have exceptional leadership and a close-knit group of knowledgeable and hard-working Team-oriented employees. We are innovative, creative, professional and growth-oriented. We have excellent medical, dental, vision and life benefits, a great PTO plan and immediate 401K contributions long and short-term disability and an Employee Assistance Program. PhoenixET is truly an awesome place to work and grow!  **RESPONSIBILITIES:**   * Participate and drive discussions with prospects and customers around PET products, technology, solutions and services in support of sales and business development driven initiatives * Master understanding and usage of PET software products, features, functions, both functionally and technically * Gains Customer acceptance by explaining or demonstrating PET product and solutions benefits (e.g. cost reductions and operations improvements * Actively learn and participate in solution quality validation of upcoming software releases before their deployment to production, in order to be able to explain and demonstrate new capabilities to prospects and customers. As part of this solution validation process, perform manual solution testing, support defect management lifecycle (bug creation and reproduction in JIRA) using a detail oriented approach aimed to continue to improve product quality and fit for purpose * Develop, deliver and continuously update of product demonstrations aimed to showcase PET solutions in action * On-site technical liaison for web meetings, live presentations and tradeshows * “Go-to” resource for functional and technical elements of RFI’s / RFP’s and IT/Security data gathering from customer and prospects * Managing and interpreting Customer requirements – speaking with clients to understand, anticipate and meet their needs. * Work with product management to communicate customer requirements for inclusion in product roadmap * Development tools and material that most effectively communicate PhoenixET’s software and services solutions * Able and willing to travel as needed, up to 50% of the time.   **QUALIFICATIONS/SKILLS:**   * Motivated, out of the box thinker highly motivated to excel in software sales and customers/prospects/partners interactions by mastering Phoenix Energy Technologies, Inc.’s technology * High comfort level in a growing atmosphere and rapidly expanding customer base * Strong presentation skills with a demonstrated ability to communicate professionally in all facets * Organized and analytical, with the ability to eliminate obstacles working in collaboration with other functions and team * Some experience (<2 years) in solution quality assurance and desire continue to build his/her QA experience with commercial software product testing for Web/SaaS applications preferred * Familiarity with testing methodologies and best practices – black box, grey box, smoke tests, etc. – a plus * Ability to triage, investigate defects and escalations and communicate well with extended teams to ensure resolution * Knowledge of Software Development Life Cycle; Agile and SCRUM experience a plus * Practicing Agile and SCRUM methodologies preferred with hands on knowledge using the Atlassian toolset (Jira, Confluence, etc.) * Possess basic knowledge on relational database systems and technology used to build SaaS solutions * Must be a self-starter and be able work independently as well as part of a team * Strong reading, writing, and math skills with exceptional attention to detail * Excellent listening and communication skills required * Great organizational and time management skills; tasks are time box and deadline oriented * Exceptional problem solving, analytical and critical thinking skills, creativity appreciated * Thrive in a fast paced dynamic work environment with high degree of tolerance for change, we are growing commercial software company, we enjoy it and have fun but sometimes project priorities can change. * Enjoy working with smart people and learning what you do not know we have an amazingly talented team and would love to have you join us!   **EDUCATION AND EXPERIENCE:**   * 1 - 3 years of relevant experience * B.S. in Engineering, or related field strongly preferred   **NOTE – MUST BE ABLE TO WORK IN THE UNITED STATES WITHOUT SPONSORSHIP** | | | |
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