AGORA

Sales Engineer

Lisbon

Full Time

With Contract

Ref. 201805|004

AGORA is a software company based in Lisbon and operations in São Paulo (Brazil) and the United Kingdom. During the last 4 years we've developed a groundbreaking IoT ready software adopted by large organizations as banks, critical infrastructures and multinational organizations.

Our team is highly skilled, motivated and hard working. The team is growing and we are looking for talented people.

CHALLENGE AND RESPONSIBILITY

A Sale Engineer is a technical expert in the technology sales process. You must combine strong technical skills and knowledge with competencies at the business level. You will be responsible for providing technical Sales support to our sales team.

As a Sales Engineer you will:

- Work closely with the sales team in the creation of proposals that present compelling technical solutions adjusted to the customers' needs and requirements
- Analyse the customers' functional and technical requirements in order to design the perfect AGORA technical solution to be proposed to the customer
- Understand the customers' IT and networking infrastructure in order to validate and detail the AGORA solution to be proposed
- Work as an AGORA expert and evangelist while supporting customers in their technical evaluation and purchase processes
- Learn from the AGORA tech partner network in order to develop technical capabilities and competencies to sell and deliver AGORA solutions that integrate those tech partner products

Requirements:

- Bachelor or Masters Degree in a technical area (Computer Science, Computer Engineering); or equivalent work experience

- Strong engineering and problem-solving skills: ability to analyze complex multivariate problems and to use a systematic approach in order to arrive at a solution, often under duress and tight time constraints
- "Can-do" attitude and highly collaborative style with ability to gather consensus and take action
- Good multitasking capabilities
- Good oral and writing communication skills
- Fluency in English and Portuguese, both spoken and written
- Availability to give remote support to sales professionals operating in different time zones

Experience with is a plus:

- Professional experience or good knowledge of IT solutions
- Professional experience or good knowledge of IP networking solutions
- Professional experience in the physical security market
- Previous experience in Sales Engineering
- Fluency in Spanish

TOP REASONS TO WORK WITH US:

- Be involved in conquering international markets
- Grow with the company / startup environment
- Competitive salary
- Be eligible to get extra training
- Contribute to people security and safety
- Opportunity to travel

Send us your application to careers@agorasystems.com