



We are looking for skilled Sales Engineers to join our exciting IPTV solution team to deploy and support customer IPTV system deployments (<http://www.infovalue.com>).

Sales Engineer Responsibilities:

- Meet with clients for product demonstrations and deployments.
- Provide technical information and training to the customer and staff.
- Provide technical and engineering information to the customer.
- Prepare cost estimates by studying all related customer documents, consulting with product developers and other professional personnel.
- Serve customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Identify current and future customer service requirements by establishing personal rapport with potential and current customers.
- Contribute to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed, recommending options and courses of action, and implementing directives.

Sales Engineer Requirements:

- A Bachelor's Degree in Computer Science, Engineering, or another related field.
- 3 to 5 years of sales engineering experience, preferably in a related field.
- Requirements analysis and problem solving
- Product knowledge and technical ability
- Ability to sell to customer needs
- Software requirements
- Strong verbal and written communication abilities.

Please send your resume to Sharon Chen (schen@infovalue.com; 914-345-5980 x102) if you are interested in the position.