

TechJutsu Sales Engineer

Full-time

Why TechJutsu

TechJutsu offers a flexible work environment, allowing you to focus on the “life” part of work-life balance. Our Team collaborates on everything from blog posts to the implementation of Identity and Access Management (IAM) solutions to this very job description, building each other up and helping every team member put their best work forward!

Our Commitment to a Diverse Culture We believe in the power of diversity and we’re dedicated to creating a diverse, equitable and inclusive environment at TechJutsu. We ensure equal opportunity for all applicants and encourage people of all visible minorities, including Indigenous applicants, and those of any religion, sex, age, ability, sexual orientation, gender identity or expression to apply. A Place for all Genders in Tech Gender diversity and equality benefits everyone. We’re committed to supporting all gender identities and expressions in tech by sharing stories and advocating for equality.

Job Description

The Sales Engineer will play a crucial role in driving revenue growth by providing technical expertise and support throughout the sales process. Working closely with the sales team, this individual will be responsible for understanding client needs, presenting technical solutions, and ensuring successful product integration. The ideal candidate is a proactive problem-solver with a strong technical background and excellent communication skills.

Qualifications

You have

- Collaborate with the sales team to understand client requirements and propose technical solutions
- Conduct product demonstrations and presentations to showcase the value proposition of our products/services
- Respond to technical inquiries and provide detailed information to potential clients.
- Design customized solutions based on client needs, ensuring compatibility with existing systems and infrastructure
- Prepare and deliver detailed technical proposals and documentation to support the sales process
- Collaborate with the product development team to relay customer feedback and contribute to product improvements
- Build and maintain strong relationships with key client contacts, understanding their technical needs and challenges
- Act as a liaison between clients and internal teams, ensuring a smooth handover from sales to implementation
- Stay informed about industry trends, competitors, and emerging technologies.

- Provide training to the sales team on technical aspects of products/services, enabling them to effectively communicate with clients
- Compose business cases for prospects to help them obtain budget
- As we are a small company we need people who want to contribute and from time to time you may be asked to help with implementations or tasks outside of a traditional SE role

Even Better:

- You have a pet (please attach a picture in your application)
- You have development experience

Additional Information

TechJutsu is a work-from-home environment, as such a measure of self-discipline is required.

We are a collaborative group, and you will be interacting with your teammates over video conference daily.

If you show an aptitude and drive, there is an opportunity to develop the role in a direction that both adds value to the company and develops your professional skill set.

TechJutsu is an IT security services start-up company with a highly entrepreneurial culture and opportunity for growth.

While we sincerely appreciate every application received, only those candidates selected for an interview will be contacted.

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