Esker, Inc. is an international software developer and a recognized leader in helping companies eliminate paper and improve business processes such as invoicing and order processing with document automation software and services.

We are looking for an enthusiastic, high energy, self-starter to join our Professional Services team in the Madison, Wisconsin office as a Sales Engineer to support the Esker field and inside sales teams. The ideal candidate is an excellent listener and note taker and able to present Esker solutions with passion.

The Sales Engineer provides technical leadership in the sales cycle and works closely with prospects to identify opportunities and define solutions. The Sales Engineer assists in gathering the necessary client data to effectively tailor a solution and provides recommendations about how Esker solutions deliver business value to our clients.

Responsibilities:

- Work closely with members of the Sales team to develop sales opportunities with prospective customers. This includes determining technical and functional requirements and proposing solutions approaches to deliver business value.
- Create and develop high-level proposed solutions using Esker technologies and products while leveraging the features of the customer’s current technical ecosystem.
- Prepare and deliver custom product demonstrations and technical presentations to Esker prospects and partners.
- Support the Professional Services teams on product trials, providing assistance and support.
- Respond on time and accurately to customer questions, SOWs and RFPs and develop sound relationships with key technical players.
- Take ownership and act as the interface between customer and Esker departments to resolve complex technical sales issues.
- Attend trade shows and provide booth support with technical set-up, tear down and in-depth technical discussion with customers and prospective customers.
- Work according to Esker’s quality processes and guidelines as applicable.
- Contribute to business case development as required.
- In this role, you may also be required to perform professional services to customers such as demonstration and trial activities, product training, detailed security design and the integration of development tools.

Qualifications:

- Bachelor’s degree in computer science, electrical engineering or equivalent training in business or related field.
- 2 – 5 years of experience demonstrating or implementing high-end software based solutions.
- Strong presentation skills and customer orientation is required.
- Exceptional interpersonal and communication skills. Able to develop and maintain professional internal and external relationships.
- Strong business and technology acumen. Knowledge of the following business functions highly preferred: sales order processing, account receivable, purchasing, accounts payable, fax, imaging, archiving, etc.
- Experience with technical components of SaaS or cloud computing preferred.
• Understanding of SAP, Oracle EBS and other ERP solutions.
• An understanding of document delivery and business automation tools.
• Positive and enthusiastic team player.
• Ability to stay current with a rapidly evolving solution set.
• Ability to travel (approximately 30%).
• Prior experience in a technical support role considered a plus.
• Ability to speak Spanish or French considered a plus.

If you are a motivated individual looking for professional growth and enjoy the challenge of working in a fast-paced, highly competitive technology marketplace, send your resume and salary requirements to recruiting@esker.com

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Visit our website at www.esker.com