

Systems Engineer (Field Applications Engineer)

NComputing is the leading provider of desktop virtualization software and hardware. Our technology cuts computing costs by 70% by enabling 7 or more users to simultaneously share a single PC. In just 18 months, our customers have deployed over 500,000 seats in 70 countries, making NComputing one of the fastest growing computer companies in the world.

We currently have an excellent opportunity for a dynamic solutions-oriented Systems Engineer. Responsibilities include a combination of pre-sales consultation services, performing technical product demonstrations, and project managing proof of concept' engagements and thin computing initiatives within a geographic territory in coordination with the Americas Sales Organization.

Qualified candidates will work with customers to shorten the sales cycle by overcoming technical hurdles within specified accounts. Candidates must demonstrate solid communication skills, technical expertise with networks and "server based computing" tools, sales ability, and the ability to work both independently and within a team. They must also be able to communicate complicated technical material in a stressful yet results oriented environment.

Responsibilities Include:

- Leveraging relationships within organizations to solve technical hurdles and foster awareness of our products and solutions
- Working with Value Added Reseller (VAR) ecosystem
- Working with the Field Application Engineers and/or Sales Representatives on specified customer accounts
- Installing, configuring and testing our solution at customer's facilities during sales and/or proof of concept initiatives
- Interfacing with various customers at both a business and a technical level, and proposing viable solutions in real time during customer meetings
- Assisting with the development of NComputing product suite. This may include conducting joint account calls, updating other technical staff on new features, and working with them to develop solutions for customers

Required Skills:

- 4+ years of IT experience in a vendor, professional services, IT consulting, systems integration, or end-user environment
- 2+ years of technical pre-sales experience or technical business related experience
- Excellent organizational, customer service and communication skills
- Professional presentation skills
- Hands-on experience with Windows 2000/2003, Windows XP, Citrix Presentation Server, Linux and WAN/LAN
- Self-starter that manages time and activities with little day-to-day guidance or interaction from management
- Excellent listening skills resulting in a high level of customer satisfaction. Must be able to listen for opportunities as well as potential technical hurdles
- Up to 50% travel
- Microsoft Certified Systems Engineer (MCSE)

Preferred Skills:

- Cisco Certified Network Associate (CCNA)
- Citrix Certified Enterprise Administrator (CCEA)
- VMWare Certified Professional (VCP)
- Linux
- Experience with configuration and management of mid-line servers