



Aeroprise Sales Consultant

Position Description

Title: Sales Consultant

Location: U.S. based

Company Description:

Aeroprise is an emerging leader in the fast-growing mobile enterprise space with a focus on Mobile Service Management. Many of the most respected IT organizations in the world like Safeway, the US Air Force, Ticketmaster, Lockheed Martin, and Harvard University have selected Aeroprise to implement their mobile strategies.

Aeroprise products help global enterprises reduce support costs and improve productivity. The company has been praised for having solved critical problems that delayed the proliferation of mobile solutions for years. Aeroprise products have received numerous awards including first prize from among 25 leading mobile and wireless vendors at Mobile Showcase 2005.

Position Summary:

Provide technical pre-sale support for Aeroprise sales team members and post-sale delivery services to Aeroprise customers. This role will involve technical presentations to customer project teams and on-site pre and post-sale implementation support.

Job Responsibilities:

- Working with potential customers to determine business requirements and technical solutions
- Demonstrating Aeroprise technology and addressing technical inquiries
- Deployment of the Aeroprise product suite on pilot implementations and professional services engagements
- Working with potential customers to determine requirements and technical solutions
- Cultivate in-depth knowledge of Mobile Service Management and advise customers on issues related to their mobile strategies

The candidate's main focus will be to develop, support and cultivate sales opportunities and facilitate the successful implementation of Aeroprise solutions after the sale.

Candidate Requirements:

Winning candidate will have a comprehensive software and system engineering background. Candidate will have experience in demonstrating Service Management technologies like BMC Remedy, HEAT, HP and others. Candidate will have experience in working directly with clients to determine business value, business and technical requirements and application functionality. Required skills include:

- BS or BA from accredited four-year college or university
- Excellent written and oral communication skills
- Presentation skills that include the ability to field tough technical questions in a manner that helps even non-technical customers understand the benefits of Aeroprise
- Experience working with senior technology and business management to develop and drive technology decisions
- Experience with different selling methodologies such as SPIN selling, Socratic Selling, Solution Selling, Miller Heiman, or others
- The ability to develop technical sales presentations that include the use of PowerPoint

and live demonstrations interactively

- The ability to build customer focused demonstrations that leverage customer input and the value based propositions of our product suite

Preferred skills:

- Functional knowledge of application development and integration technologies including but not limited to: J2ME, HTML, XML, XSL, SOAP, .NET, SQL, Oracle, MYSQL

Travel:

This position will require travel, extensive at times, and may also include international travel.

Salary:

Negotiable, commensurate with experience