

Department: ATEN Sales
Job Title: Pro AV Pre-Sales Engineer
Reports To: Senior Sales Manager
FLSA Status: Exempt
Travel: 40%

General Position Description

A global manufacturer and developer of video extenders and matrix switchers featuring [HDBaseT](#) technology, is seeking an experienced Pro AV Sales Engineer. The ideal Sales Engineer candidate will have at least 3-5 years Pro AV design and pre-sales experience.

Position Responsibilities:

- Work with potential partners and end customers and assist the pre-sales team with the design and development of video technologies/solutions
- Support sales and product management teams and respond to functional and technical questions arising from new business proposals as well as RFIs and RFPs
- Collaborate with the engineering and sales team to architect, design, build, and deliver network applications and solutions to clients utilizing video extenders and matrix switchers
- Design and develop control systems designs and solutions
- Develop written quotations and system designs and schematics
- Maintain corporate office demo room, deliver sales demos in house and on site at distributors, partners, end customers or industry shows

Required Experience and Qualifications:

- At least 3 to 5 years of overall Pro AV design and support experience
- At least 2 years as an Audio-Visual Sales Specialist/Engineer, Design Engineer, or Project Engineer, supporting Pro AV designed solutions
- Working knowledge of networking and networking solutions
- Working knowledge and design experience with Unified Communications systems as well as digital signage, video streaming and video conferencing solutions is required
- Experience designing and developing HDBaseT video extenders and matrix switchers
- Ability to write a scope of work and finalize a system deployment and build-out
- Must be able to manage multiple tasks simultaneously and work well with other people



- Ability to communicate and engage with distributors, partners and customers either over the phone and face to face. May be required to manage incoming technical support calls
- Provide feedback and recommendations of the market, solutions and products to business unit leadership and to headquarters office
- Must have excellent written and oral communication skills
- Must have excellent customer facing skills
- Ability to travel up to 40%

Education and Certifications

- Minimum of 4 Year Bachelor's Degree Required or 5+ years' work experience
- Willing to travel regionally as needed up to 40%

JOB DESCRIPTION REVIEW:

I have read and understand the job description for the position of Pro AV Pre-Sales Engineer with ATEN Technology, Inc. and agree to fulfill the position's responsibilities to meet the defined standards.

Employee Name

Employee Signature

Date

Company Representative Name

Signature/Title

Date