Job ID:	**PF 231**
Job Title:	Pre-Sales Engineer
Degree Requirements:	BA or BS
Years of Experience:	3 +
Type of Position:	Direct Hire
Location:	Washington, DC area / Maryland
Salary Range:	$110K – $125K
Travel Required:	25%

IMMEDIATE NEED in the Washington DC / Maryland area for a Pre-Sales Engineer to support Enterprise, Service Provider, and Government customers. This position will be in a quartered on a Federal site.

The **MUST HAVE ITEMS** for this position are:
- U.S. Citizenship
- Presently hold a Top Secret Clearance (TS / SCI, LS Poly)
- College Degree or Equivalent
- Minimum 3 years experience in a revenue-producing, customer-facing technical role
- Engineer, Sales Engineer or Solutions Architect
- Knowledge of Open Source Technologies
- Prior experience working in remote offices
- Basic knowledge of networking and complex software integration
- Advanced knowledge of UNIX, Linux, and databases
- Experience selling enterprise software in a consultative selling atmosphere at the "C" level
- High degree of proficiency in making presentations and a high degree of comfort with working with clients

Plusses for this position are:
- 2+ years experience in Linux / UNIX system administration, systems integration, or systems / software development

The **RESPONSIBILITIES** of this position include but are not limited to:
- Support efforts of Sales Managers and Account Executives in achieving sales & revenue goals
- Evaluation of client requirements
- Development of sales opportunities
- Develop client specific solutions
- Act as the technical point of contact for external and internal customers
- Assist in the development & implementation of sales strategies
- Position & Present products / services / solutions / technical proposals to prospects & customers
- Present solutions the meet the need of prospects & customers
- Lead gathering / development / qualification that lead to the design of customer specific solutions
- Research & write responses to technical areas of RFI / RFP
- Support pre-sales pilots, demonstrations, Proof of Concept (PoC), evaluation, & benchmarks

If you consider yourself to be an exceptional candidate with 5+ years in Post-Sales customer-facing roles with P&L, customer retention or revenue-growing (farming) role supporting Enterprise accounts, please apply.   Also, if you are a SOLID Linux / UNIX engineer that has proper clearances but minimal presales, or no presales experience, please apply.

Key Words: pre sales, pre-sales, pre-sales engineer, pre sales engineer, unix, linux, rfp, rfi, poc, proof of concept, customer service, technical service, technical support, open source, open source applications, enterprise, government, service provider, Washington DC, Maryland, federal, government, federal government, revenue growth, presentations, TS, top secret, clearance, post sales, post-sales

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email. **In your email please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, let us know what Clearance you presently have.**