



# Sales Engineer

## General Summary:

The Nexus Hardware Specialist is responsible for selling, supporting, and training all Nexus Partners on the Nexus product line.

## Essential Duties and Responsibilities:

- Meet all company sales quotas for:
- Profit on Hardware sales
- Nexus HaaS Agreements
- Nexus Help Desk
- Participate in Partner & Academy onsite and in-house trainings as needed
- Attend any daily, weekly, and or Monthly meetings with CEO and our Nexus Officers
- Resolve critical issues with any Nexus partner relationships
- Participate in ongoing strategy meetings
- Attend Nexus sponsored industry events
- Attend all Nexus Academies and Nexus in house events
- Keep up to date on industry related news and technology
- Update all activities, opportunities, time sheets and Sales process' within Connectwise
- Develop relationships with Nexus Partners
- Engineer workstations or other hardware solutions for Nexus Partners
- Create Sales quotes & orders for HaaS and Purchase
- Involvement in Product updates and Config tool updates

## Knowledge, Skills, and/or Abilities Required:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Interpersonal skills: such as telephony skills, communication skills, active listening and customer care
- Diagnosis skills of technical issues
- Ability to multi-task and adapt to changes quickly
- Ability to educate partners efficiently and effectively on Nexus Process'
- Technical awareness; ability to match resources to technical issues appropriately
- Understanding of support tools, techniques, and how technology is used to provide IT Services
- Typing skills to ensure quick and accurate entry in a fast-moving environment
- Self-motivated with the ability to work in a fast-moving environment



- Ability to keep up on necessary ongoing industry related training
- 100% Knowledge of ConnectWise software and ability to demonstrate Connectwise software.