

# THE BARNIER GROUP

[www.BarnierGroup.com](http://www.BarnierGroup.com)

## JOB DESCRIPTION

**Position Title:** Sales Engineer  
**Reports to:** Vice President, Operations & Business Development  
**Class:** Full Time  
**Inquiries about open positions at The Barnier Group:** [careers@barniergroup.com](mailto:careers@barniergroup.com)

### Position Summary:

Work with us as a reseller for Promisec service to provide Clientless Endpoint Management solutions that detect and eliminate internal threats to computer networks and provide operational efficiency through managing the power states of idle computers. The company's customer base includes State and Local Government, Fortune 500, Legal, Financial, Entertainment, Education and more.

Our Sales Engineers play a vital role in our fast growing organization. Primary responsibilities of the position include technical pre- and post-sales support for the sales team including assisting in sales presentations, product evaluations, implementations, internal and external product training and other duties as assigned by management.

This position is a highly visible customer facing role. Ideal candidates will be experienced, self motivated security engineers, possessing excellent organization and communication skills with a successful track record of effectively working with outside sales teams.

### Essential Job Functions:

1. Provide pre-sales support to the Promisec opportunity Barnier Group sales team by assisting in sales presentations, proposals, client meetings, trade shows and product evaluations
2. Facilitate internal and external product training as required
3. New product installations, demonstrations and POCs as required
4. Assist in post-sales activities including regular customer follow up to ensure ongoing satisfaction with Promisec products
5. Contribute to marketing and technical papers as directed by management
6. Other duties as assigned by management

### Position Requirements:

1. A Bachelor's degree in Computer Science or related field is preferred
2. Minimum of 3 to 5 years Information Security experience required
3. Security certification are preferred
4. Must have a comprehensive understanding of endpoint security and management products
5. Must have a strong working knowledge of Microsoft operating systems and SQL
6. Excellent verbal/written communication and presentation skills
7. Must have valid driver's license and clean driving record
8. Ability to successfully pass a background test
9. Ability to travel up to 65% of the time