

Senior Pre-sales Engineer – Melbourne

Nintex is the world's leading SharePoint workflow company, with over 3000 customers in 90 countries serviced by a global network of high quality partners and service providers. Nintex delivers innovative software and cloud services that empower organizations to automate business processes, quickly and easily.

Our sales team seek a passionate Senior Pre-sales Engineer to drive awareness of and enthusiasm for our products throughout our partner channel, the Microsoft ecosystem and our market segments. This newly created position is responsible for a number of pre sales activities, assisting with sales readiness activities and delivering product sales training to the sales team.

The ideal candidate will come to us with diverse industry experience and the technical ability to learn our product offerings inside and out. Through your strong communication skills, you will be able to create a unique 'buzz' around our innovative products and be seen as the 'guru' when engaging with customers. You will become the trusted advisor to the Nintex fan base. Additionally, the candidate will possess strong skills in presenting, customer and internal interfacing and networking.

Your responsibilities will include:

- Providing pre-sales support to the Nintex sales team and partners
- Driving awareness to prospective customers and partners
- Conducting presentations of Nintex products through various channels
- Playing a lead role in product evangelism as a trusted advisor for the sales team
- Being a key player at conferences – preparing and delivering demonstrations and fielding queries from customers, partners and Microsoft
- Being the business voice from the field to understand what our customer and partners are doing with our products to improve their businesses
- Become a trusted advisor to the Nintex fan base

You will come to us with:

- Proven experience in a similar role in the software industry
- Experience with Microsoft technologies, including add-on products
- Understanding of Process Automation and/or SharePoint markets is desirable
- Knowledge of Nintex products highly desirable
- Excellent communication skills and presentation skills
- A passion for technology and how it can assist businesses to achieve their goals

Please note that domestic and international travel may be required in this role.

We offer:

- A great place to work
- An awesome team of people to work with
- Personal and Career development
- A company that genuinely cares about you
- Flexibility to work in the way that brings out the best in you
- The ability to do what you love, in an environment that supports you
- Mobile phone and home internet allowances
- Training, support, coaching and development

Our commitment to you is to give you opportunities to help you take your career to the next level!

If this sounds like you, please apply by sending your resume and cover letter to hireme@nintex.com