



JOB DESCRIPTION

Start your journey with Element8.

If you like challenges, innovation and a strong community, [Element8](#) is the place for you.

We sourced the leading industrial automation software shaping Industry and Manufacturing's future. Then we built the bridges to connect them and created one cohesive, productive environment. Today, we are the proud authorised distributors of world-changing automation software, [Ignition SCADA](#), [Canary Historian](#) and the [Flow Information Platform](#), to Sub-Saharan Africa.

Job Title: Sales Engineer

Description: Technical Sales Support and Instructor

Position Type: Permanent | Full-Time

Start Date: 1 July 2021

Category: Professional

Office Location: Fourways, Johannesburg

Overview

Sales Engineers will provide technical demonstrations and education, architectures, and best practices to Element8's end-users and Integrators to grow customer loyalty. They will provide better service for the company's customers by creating and executing strategies to increase sales. Success in this position will create Ignition, Canary and Flow advocates and higher customer satisfaction.

Responsibilities

- Technical pre-sales support. Providing technical advice and support to sales opportunities and engaging with technical contacts in customer and partner organisations. Ensure correct Element8 solution positioning and overcome any technical objections. Including product demonstrations, presentations to senior customer contacts and writing formal RFP response documents. As well as the preparation of high-level implementation plans. The role will involve close working with colleagues and input into the qualification and sales strategies in partnership with sales
- Proof-Of-concept support. Supporting more complex solutions and overseeing the implementation and success of pre-sales proof-of-concept. Some experience in project management and working with technology partners is helpful
- Technical instruction and training. Ability to equally distribute time across three main training components; face-to-face classroom, online and internal skills development

Skills and Experience

- Bachelor's or Master's degree in Engineering
- Working SCADA experience preferable; design and engineering
- Minimum of two years business and technical experience
- Ability to perform market research and technical analysis to define product needs
- Must be able to travel 25-50% of the time
- Must be able to conduct presentations, product demonstrations and training
- Excellent prioritisation and organisational skills

Technical Skills

Sales Engineering covers the complete Element8 stack of solutions and requires a broad technical skillset. Continuous learning is a must, and you must equip yourself with these skills.

The technologies are built on different platforms and touch a unique part of the automation landscape. Based on this, you would need to know or gain knowledge in the following technical components. Disclaimer, these are the current technologies we use daily. Seven thousand startups form every year; new technologies may be added to the list.

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Programming languages:

- .Net based, i.e. C#
- Python
- Java
- TypeScript
- Node.js
- HTML, CSS

Database Technologies

- Microsoft SQL Server
- MySQL
- PostgreSQL

- Oracle
- InfluxDB

Data structure formats:

- XML
- JSON
- SVG

Communication Protocols:

- MQTT
- Web APIs
- Modbus

- Ethernet IP
- OPC-DA, OPC-UA, OPC-HDA

Technologies:

Understand the offerings and integration opportunities. With a focus on IIoT and ML/AI capabilities

- Ignition SCADA
- Microsoft Azure
- Amazon Web Services

Our Culture

Every day, we work together to be better. And we're guided by our trademark characteristics:

- **Inclusive** We're for the power of people
- **Compassionate** We exist to make things better
- **Unassuming** We're naturally genuine and modest
- **Deliberate** We're technically adept and systematic
- **Bold** We're curious, adventurous challengers

Element8 is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, gender or sexual orientation. Call us at (+27) 11 595 8458 or send an email to careers@element8.co.za

Your journey begins here. Don't wait, join us today.