



Job Description

Job Title: Technology Sales Engineer
Department: Technology Services
Supervisor: Chief Operating Officer
Location: Valencia, CA; Silverton, Oregon; Minneapolis, Minnesota

Med Tech Solutions (MTS) is a Cloud solution consulting and Managed Services provider with a focus on security, reliability, availability, and scalability. MTS helps companies reduce their operating costs and increase productivity while improving their Cloud security posture by deploying their mission critical workloads onto the MTS Cloud. The MTS Cloud wraps traditional Cloud offerings (public, private or hybrid) with Cloud centric security solutions and controls, an innovative management platform, and experienced Cloud engineers who oversee the customer's life cycle. MTS partners with the leading Cloud provider, Microsoft Azure, as well as security partners, to build a highly secure and robust Cloud environment. In addition to our Cloud offering, MTS provides Managed IT Services to support our client's network infrastructure. MTS also offers a suite of Managed Security Services plans that offer a wide range of cyber security services and tools.

MTS works exclusively with healthcare organizations across the United States, providing simple and cost-effective HIT and Cloud solutions. MTS is headquartered in Valencia, California, with regional offices in Minneapolis, St. Louis, Missouri, Silverton, Oregon, and Morristown, New Jersey. Our website can be found at www.medtechsolutions.com

The Opportunity

If you're the right fit for MTS, you'll be working with a seasoned executive team that knows how to develop and scale an organization, with colleagues who share your desire to build the best company in the industry, and with a company culture that moves quickly, acts decisively and communicates openly. You'll also be working with revolutionary technology solutions that have been deployed successfully at marquee customers around the country. It is an attractive career opportunity.

Job Description

We are seeking a Cloud and IT expert to assist our sales teams in helping our customers select, deploy, and manage Cloud platforms, IT infrastructure, along with security and technology services. This role will be responsible for architecting, pricing, and demonstrating the value our services provide our customers.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Serve as a subject matter expert for all things Cloud and Managed IT from the sales engineering and cloud architecture perspective.
- Work directly with the Sales Team and customers to build out the architecture, solution set, cost of each Cloud deployment, and estimation of time to do a migration or implementation.
- Architect and explain solutions in depth to technical engineers at a customer's site.
- Keep broad technical understanding of the top Cloud and Managed IT platforms and purchasing programs
- Create technical diagrams (Visio) and scope of work documents, as well as proposals that can be explained to a customer



- Work directly with the Sales Team to determine the best solution for our potential customer base
- Field questions, find answers, engage partners and inside technical partners to pro-actively seek new Cloud and Managed IT opportunities from prospects and existing customers
- Utilize a consultative approach to Cloud and Managed IT and understand how that technology enables business
- Develop trust and relationships with internal and external partners to effectively and efficiently move complex sales and services opportunities to close
- Walk customers through a Cloud migration path and Managed IT implementation for various maturity models
- Understand the products that our partners have and how we utilize them to solve challenges for our customers.
- Stay current on new Cloud and Managed IT technology trends and market behavior
- Bring daily enthusiasm to find solutions, even when information given is vague and not specific

Qualifications/Minimum Skills 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.

- At least 1-3 years sales or implementation experience with Cloud and Managed IT technologies.
- Experience with Azure or AWS and associated technologies
- Understanding of Cloud concepts, such as automation and micro-services
- Ability to identify existing customer Cloud and Managed IT landscape and make recommendations to improve future architectures and customer experience
- Ability to design enterprise-class, large scale Cloud systems and Managed IT deployments and the management of those environments
- **Able to work independently with a sense of urgency (this job entails supporting business critical applications, with stringent SLAs)**
- Must be extremely technical but able to convey the value of our solution to both a technical and non-technical audience
- **Language: English**
- **Citizenship: United States**
- **Work Authorization: United States**

Qualifications/Preferred Skills

Certifications – Nice to have

- Azure - Certified Solutions Associate
- AWS – Solutions Architect (Associate or Pro)

Personal Attributes and Values

- Written and oral communication skills – ability to communicate technical concepts and support assertions with data
- Organizational skills – ability to coordinate and prioritize many issues simultaneously
- Analytical/Problem solving ability – ability to quickly evaluate an issue, resolve it or implement a workaround with consistent accuracy and success
- “Can do” attitude and ability to thrive in an entrepreneurial atmosphere



Education and/or Experience

- Sales Engineer: 2 years (Preferred)
- Azure: 2 years (Preferred)
- Cloud Architecture: 1 year (Preferred)
- Managed IT Engineer: 2 years (Preferred)
- Enterprise / Executive Sales: 2 years (Preferred)
- Cyber Security Experience (Bonus)

Job Type

- Full-time, Commission
- Salary: DOE

Benefits

Benefits include PTO, paid holidays, training, various health plans to choose from, dental, 401(k) with company match, FSA option, disability insurance, and paid life insurance.