

Executive Summary: Sales Engineer

The Internet of Things starts with *Things*. The transformational benefits promised by IoT and technologies like artificial intelligence, machine learning, and deep analytics cannot be realized unless and until *Things* themselves are made smart and connected. In support of our growth as a leading IoT Solutions Innovator, Mesh Systems is seeking to hire a **Sales Engineer**. In this role, you and your colleagues will lead the high-level design and pre-sales execution of world-class IoT solutions for enterprise customers across diverse markets and spanning smart devices, networks, and cloud software. This is a unique opportunity to combine your creativity, technology expertise, communications skills, and business acumen to help solve complex problems that deliver true and sustainable business value to some of the best known and respected brands in the world.

The ideal candidate has technical knowledge across the entire IoT stack but is especially deep in technologies that relate to *Smart Connected Things*. These include sensors, hardware, local and wide area wireless communications, protocols, firmware, and embedded operating systems. You must demonstrate a keen ability to listen, contemplate, challenge, ideate, innovate, create, and most importantly **communicate** with both customers and internal teams. You must be able to convey innovative technical solutions clearly and concisely in both written and presentation (live and virtual) formats and do so in a manner that addresses needs of a diverse audience of technical and business-minded stakeholders and decision makers.

While not required, experience with the Microsoft Azure IoT suite of products and technologies is extremely valuable. This position is full-time with salary, benefits and typically office-based in Indianapolis, IN (we maintain flexibility in certain situations). Travel is anticipated to be approximately 25% of your time (once the restrictions on business travel from our customers and partners have been lifted).

The position will report directly to the VP of Business Development.

Job Responsibilities:

- Understand the diverse array of IoT opportunities that our customers/prospects present to us and apply a consultative approach in designing solutions that provide true business value
- Apply (at least) a cursory knowledge of how various industries work to contextualize the IoT opportunity at-hand
- Collaborate across cross-functional teams to execute pre-sales and solution design activities in North America and globally while communicating high complex ideas and concepts to non-technical peers and customers
- Demonstrate solutions by developing documentation, flowcharts, layouts, diagrams, charts, etc.
- Work with product team to understand how our repeatable frameworks and technology may be incorporated into solution architectures and designs
- Perform in-depth research and be able to establish knowledge of industry-related topics including competitive landscape, technology roadmaps, and ecosystem products
- Ability to research and validate 3rd party hardware ranging from sensors to gateway/edge devices
- Be a key stakeholder and contributor in the creation of customer proposals and presentations from a technology perspective
- Knowledge transfer to partners and community may be required, as well as presenting to customers or a public event

Requirements:

- BS or MS in Electrical Engineering, Computer Science, Mechanical Engineering, or Physics
- Excellent written and verbal communication skills, with the ability to comfortably interact with customer personas including technical, management, and executive level
- 5+ years of experience working with IoT and related technologies and can demonstrate actual IoT programs

- helped to architect and deliver to customers
- 5+ years of successful collaboration with a B2B sales team is preferred
- Deep knowledge of sensors, embedded systems, networking technologies and protocols
- Ability to collaborate and effectively communicate highly technical data to various stakeholders internally and externally
- Ability to prioritize and strategize in a variety of project areas and deal with ambiguity in a fast-paced, entrepreneurial environment
- Strong computer skills, specifically Microsoft Office suite

Working at Mesh has its Perks:

Salary, company bonus, medical, dental, vision insurance, 401k plan with match, flexible work from home, growth and development opportunities, flex-time off, company paid life insurance, Friday lunch & learns, and unlimited snacks, fruit, coffee and sodas!

About Mesh Systems

[Mesh Systems](#) is an Internet of Things (IoT) Solutions Innovator that helps enterprises achieve digital transformation. With over 16 years of experience working with Fortune 500s and industry leaders, Mesh Systems has IoT engineering competency across hardware, software, wireless technologies, and cloud services. We have been regularly awarded as one of the most innovative companies in the IoT ecosystem. As a sales-driven, partner-focused organization, we continuously seek to drive value and maximize the benefits of IoT for the enterprises we serve.

What is the Internet of Things (IoT)?

IoT is a business revolution that has been brought about by incremental advances in technology. Internet-connected devices are all around us in the form of tablets, smartphones, and laptops, but IoT is about connecting the plethora of other *things* to the internet like espresso machines, beer tap handles, light poles, thermostats, and industrial machinery. By extracting key information from these devices, companies can better understand their customers, increase the safety and sustainability of their products, and fundamentally reinvent their business models. IoT is growing fast and is expected to be a \$500 billion industry by 2023. There has never been a more exciting time to be a part of this field.

Equal Opportunity Employer:

Mesh Systems is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Our goal is to employ a diverse mix of talented people who want to come, to stay and do their best work.