

**Position Title:** Microsoft Sales Engineer

**Purpose of the position:**

Pre-sales design and support on Microsoft products. Provide product and licensing Design and Consulting from small to large scale.

**Duties and Responsibilities Include:**

- Providing Presales engineering support to Westcon Resellers on Microsoft BPOS, Unified Communications and Associated products.
- Promoting Microsoft sale activities by supporting both internal staff and resellers.
- Design and support technical sales of small to large scale product and licenesing Microsoft solutions.
- Support internal sales and service projects that involve the sales of Mircosoft products.

**Qualifications:**

- Experience in designing and quoting small to large Microsoft solutions.
- Product knowledge of Microsoft Business Productivity Online Standard Suite, Messaging and Collaboration solutions, Server OS, Exchange, SharePoint, Office Live Meeting, Office Communications and Forefront Security.
- Professional certifications such as Microsoft MCSE/MCP desirable.
- Microsoft Licensing Professional certification or quick path to attainment.
- Knowledge of Voice over IP, Network Security, Wireless, SIP, H.323, XML desirable.
- Ability to present technical material to non-technical audiences.
- Ability to travel 15-25% of the time.
- Ability to work independently in a dynamic setting.
- Ability to interact with all levels within the organization.
- Minimum 5+ years of related work experience.
- Associate Degree or higher in the field of Computer Science, Engineering, or Telecommunications preferred.

**We offer:**

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Paid Time Off
- Life Insurance and Disability Coverage

**Company Overview:**

Westcon Group is the world's leading specialty distributor in networking, security, mobility and convergence. We provide the most effective route to market for our vendors, the highest levels of support to our customers and through our success and growth, the industry's best employee experience. We are comprised of individual operations under the Comstor (Cisco-focus), Voda One (Avaya-focus) and Westcon (Nortel-focus) brands, creating a global distribution business throughout North America, Africa, Asia, Australia, Europe and South America.

**Vision:**

We believe that building and enabling unique and effective routes to high growth advanced technology markets is key to ensuring fundamental growth for customers and manufacturers. We achieve this through recruitment, retention and delivering ongoing value to best of breed and best in class vendors/manufacturers, customers and employees.

Visit our website at [www.westcon.com](http://www.westcon.com) for more information.

*Westcon Group is an AA/EO employer and actively seeks candidates from diverse backgrounds.*