Sales Engineer

Job# SE-1013

Position Summary

Working with 4castplus offers you the opportunity to be part of a dynamic and innovative team delivering market-leading software solutions sold worldwide. We love good ideas, and we love people who offer imaginative solutions. We reward those who get a thrill out of taking on challenges by using creative and independent-thinking approaches.

We are looking for an experienced Sales Engineer / Solution Consultant. As the successful candidate you will work collaboratively with our business development (sales) team to prepare and conduct software product demos to potential clients. You will learn the 4castplus product to a very detailed level, along with the typical clients we serve. You will be able to understand client requirements; and with this information, you will be able to quickly articulate how 4castplus can address their challenges and help achieve their technology objectives. You will build various demo sets in 4castplus and use these environments to present the software to potential clients. Demonstrations can take anywhere from 1 to 3 hours and can involve responding to a variety of questions from the client prospect.

We are a very results-based organization that takes a very balanced approach to the management of its staff. This is a challenging position that is also very rewarding, so if you're passionate about technology and how software can truly help organizations improve their business – and you're looking for an exciting challenge in a high-tech company – then this is a great opportunity for you.

Detail Role Definition

If the following characteristics sound like you, we would love to hear from you:

- Ability to work with customer organizations of various sizes and in various industries to understand their business, challenges, and software requirements
- A strong customer-focused mentality where you're truly driven to help clients achieve their objectives
- Critical thinking and problem solving; demonstrating the ability to apply yourself to day-to-day tasks and decisions
- Ability to think on your feet and respond quickly to a range of questions
- Strong ability to work with a cross-functional team of sales, marketing, professional services and finance
- Ability to translate a client's current challenges into a solution driven by the right technology
- Keen attention to detail: must be deadline and results-oriented

What You'll be Working With

4castplus is world-leading construction project management technology that enables customers to significantly improve their ability to execute successfully and profitably on major projects. It's a multi-user, collaborative solution that brings together powerful tools for planning, management, purchasing,

cost tracking, financial controls and reporting. Customers experience intense visibility and control of their projects through an easy-to-use cloud-based platform. Organizations worldwide in key industries have discovered the value 4castplus brings to their business. For more information, visit our website at www.4castplus.com.

Minimum Qualifications

- University-level bachelor's degree required
- 3-5 years solid experience working with enterprise software solutions
- Experience in two or more of the following disciplines:
  - Project Management
  - Project Controls
  - Procurement and Subcontracting
  - Major Construction Projects
  - Construction Management
  - Accounting & Finance
- Impeccable communication skills
- Flawless English language skills
- Keen listening skills
- Strong ability to design solution diagrams where data is passing within systems and between systems in an integrated environment
- Loyalty and perseverance through long, stable job tenure and positive career trajectory

These Qualifications Would be a Plus

- Experience in: Document Controls, Labor Resource Management
- Exposure to any of the following industries: Construction, Infrastructure, Oil & Gas, Mining, Renewable Energy, Major Government Projects

About Jetsoft Group – Makers of 4castplus

Jetsoft Group is an innovative technology company that understands that software should be easy to use and rich in functionality that simplifies the complexities of construction projects. Organizations around the world rely on 4castplus to help them move from difficult, spreadsheet-based management of major projects, into an organized and robust software solution targeted at keeping their projects on budget, on schedule and under control. We strongly believe in an ethical approach to business that is respectful of all people, the environment and our communities. We are dedicated to delivering technology that enables organizations to unleash their innovative potential and to become more profitable, successful, and happy doing what they do.