

MainConcept is a leading provider of video codec technology, ranging in offerings from software development kits, transcoding applications and plugins serving professional video production, multimedia, broadcast, digital signage, medical, and security industries. Our engineering and development teams focus solely on creating encoding and decoding components for video and audio content, enabling us to provide best of breed solutions to our customers. In addition to outstanding products, our attention to detail and devotion to customer support and satisfaction is geared to not only meet but exceed the expectations of even the most demanding customers. MainConcept is headquartered in Aachen, Germany and is a part of Endeavor Streaming, LLC. For more information about MainConcept, visit [www.mainconcept.com](http://www.mainconcept.com).

For our department in San Diego, we are looking for a:

## **SALES ENGINEER (F/M/D)**

### Full-time

The Sales Engineer will assist the sales team in a pre-sales and post-sales role to qualify, manage and close sales opportunities for MainConcept (Endeavor Streaming) video and audio related products and services. The Sales Engineer performs discovery, technical analysis of business needs and definition of client requirements in conjunction with the Sales Team to determine technical requirements for custom development projects and new product features, as well as evaluate fit and suitability of other products or services, related to the customer needs.

The Sales Engineer works with the engineering staff to convey requirements to the client and provide insight into the technical options available for services and products. The role will also aid in designing leading-edge solutions containing a wide variety of video and audio technologies. The Sales Engineer will also work closely with the sales team to build business proposals for customers for onsite services and product feature-set development. The Sales Engineer will confirm that products meet the customer's requirements and will assist the sales team with technical qualification and estimating development costs for the customer. Throughout the proposal process and during customer visits and events, the Sales Engineer will articulate and demonstrate solutions, influence customer's technical requirements and position products relative to competition.

The Sales Engineer will work closely with the engineering and product teams throughout the proposal process to ensure proposals, statement of work (SOW) and internal development projects contain all relevant information. The Sales Engineer is responsible for the completion and management of all technical documents used by the sales team. The Sales Engineer will aggregate and inform the Sales/Business Development Management and Product teams on trending potential client needs and emerging marketplace trends for product development consideration. This position also functions as part of the product training team by delivering classes to employees, partners, and new users of our products.

#### **JOB DUTIES:**

- Attend pre-sales and post-sales client meetings and presentations with account representatives.
- Determine scope and develop proposals for customers
- Identify client requirements: (technical requirements, client infrastructure, configuration and requirements), technical design (including solution configurations and diagrams) and planning phases of the sales cycle.
- Work with Sales, Account Management, Engineering, Product and Support teams to ensure successful delivery of solutions to customers.

- Provide the engineering and development teams with all necessary documentation for the successful completion of the project (including solution configurations and diagrams).
- Provide pre-sales and post-sales support for new and existing customers.
- Successfully demonstrate products and solutions in front of prospects.
- Work with sales to provide a response for technical RFI/RFP questions.
- Participate in all scheduled sales team meetings/conference calls and sales trainings.
- Responsibility for leading cross-departmental teams to build, deliver and manage proof of concept product evaluations and pilot projects.
- Deliver on line and on site product demonstrations (as required or requested).
- Travel, as needed, to industry events, prospect and customer sites.
- Develop product training material.
- Additional responsibilities include providing on-site support, handling technical presentations at trade shows and conferences; and ensuring proactive communications with customers to ensure customer satisfaction.
- Maintain an in-depth level of technical and industry knowledge through ongoing training, seminars and certifications through ongoing training, seminars and certifications.

#### **SKILLS:**

- Proven track record of selling, building, and/or deploying video and audio applications and SDK technology solutions.
- Experienced as a sales engineer for professional video and audio SDK technologies, products or services.
- Outstanding pre-and post-sales technical account management and follow-through skills, resourcefulness and attention to detail.
- Experience designing and presenting technical solutions to meet customer requirements.
- Strong analytical and problem-solving skills.
- Technical sales support experience.
- Strong working knowledge of professional broadcast video workflows, products/services and technology standards for video, image, audio and streaming solutions.
- Excellent verbal and written communications skills; professional presentation skills; self-starter, cooperative attitude and a team player.
- Excellent interpersonal and time management skills.
- Detail-oriented, multi-tasking and able to deal with tight deadlines, travel and stress.
- Ability to learn new technologies quickly.

#### **QUALIFICATIONS:**

- Bachelor's degree (BA/BS) in computer science, electrical engineering or equivalent four year college technical degree.

- Interest with video processing, compression and computer vision technologies. (C/C++ experience a highly desired.)
- 5+ years' experience as a sales engineer for professional video and audio solutions.
- Experience with video processing tools (FFMpeg, OpenVC, x264, x.265, etc.)
- Familiarity with video compression standards (H.264, HEVC, AV1, etc.)
- Fluency in English language, writing and reading.

**Please submit your complete application in English along with your salary requirements and availability by email to: [careers\\_emea@mainconcept.com](mailto:careers_emea@mainconcept.com)**

By submitting your information, you consent to the storage of data for the purposes of determining your suitability for this and any future positions in the world, for Endeavor Streaming, LLC, and its subsidiaries. You agree to have your information stored in their personnel database in the U.S.