



Sales Engineer

Location: Westboro, MA

We have an excellent opportunity for an experienced **Sales Engineer** to further their career by working for a focused and dynamic Microsoft Gold Partner software house on exciting leading edge technologies.

About C2C

C2C (www.c2c.com) is a provider of E-mail Archiving, Discovery and Retention Management solutions for Microsoft Exchange/Outlook. Exchange is the #1 corporate email system. Email management is a really hot subject, with market growth forecast at 3 fold in the next 4 years. Established in 1992, the company is about 30 strong with US headquarters in Westboro, MA and offices in the UK and distribution worldwide. To date C2C has provided software to 4 million users at more than 3000 organizations worldwide.

About The Role

- We need highly motivated Sales Engineer to work alongside our sales team, with the commitment and flair to add value to our team and the organisation as a whole.
- This role will require around 50% travel / onsite work.
- This role will need to become the 'technical authority' on the C2C product range as well as becoming a subject matter expert in Email Management, Retention, Archiving and Discovery.
- This role needs someone with high standards, good business and sales process understanding, and who is an excellent communicator.

About You

- You are a bright, focused, hard-working and productive individual with good communication skills looking to further your career and build on your experience as a Sales Engineer.
- You have at least 5 years of commercial experience of working with software products and services, some of which will have been Windows Server based.
- You will have at least 2 years of Sales Engineering experience, working with large complex enterprise software products.
- You will have good knowledge of Microsoft technologies (e.g. Windows Servers, Active Directory, Exchange, IIS, SQL) and know how these integrate to software solutions
- You will be confident, persistent, be used to utilizing all your resources to get results.
- You have a real passion for technology and learning; you expect to improve your skills continually and want to join a growing company that provides an environment for success.
- You are educated to degree level (or equivalent), live within commuting distance of Westboro, MA and must be available to work in the US.

Salary is commensurate with experience, however is expected to be up to \$100,000 OTE. C2C also offer a number of company benefits as would be expected for this level of role.

Send your current CV and a cover letter/email outlining why you are the right person for our team to hirus@c2c.com quoting reference SE04