



Centrifuge Systems, Inc. – Federal Sales Engineer

Centrifuge Systems, Inc., a venture-backed software company in McLean, VA, seeks a Federal Sales Engineer to join its rapidly growing team.

Centrifuge Systems is a leading provider of next generation business intelligence software that helps organizations discover insights, patterns and relationships hidden in their data. The unique Centrifuge approach allows users to ask open-ended questions of their data by interacting with visual representations of the data directly.

Centrifuge is used in some of the most demanding applications in the world, including counter-terrorism and homeland defense, to help analysts move from data to discovery.

Position Overview: The Federal Sales Engineer's primary role is to provide technical expertise in support of sales revenue growth from prospective and existing accounts. Duties include presentations, demonstrations to executive level officers, developing responses to complex customer RFP's, and building proof-of-concept applications using Centrifuge cutting edge technology.

Job responsibilities include but are not limited to:

- Work closely with Federal Sales Executives to generate new opportunities and to provide solutions in existing major accounts
- Define and present focused product demonstrations that illustrate how Centrifuge can address the critical business issues facing the prospect
- Work "one on one" with business analysts and other end users to assist them in deriving maximum value from Centrifuge products

Qualifications:

- Outstanding organization, presentation and communication skills
- Technical presales experience is beneficial
- Experience in software development or system administration
- Knowledge of database and web technologies
- Experience with data analysis and/or data visualization tools a plus
- Familiarity with Adobe Flex, Linux, and Java is a plus

Additional requirements:

- US Citizenship
- College degree preferred
- Current U.S. Government Security Clearance

Please send qualified resumes to careers@centrifugesystems.com.

Centrifuge is an Equal Opportunity Employer