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Centrifuge Systems, Inc. – Sales Engineer

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

Centrifuge Systems is a leading provider of next generation business intelligence software. Our groundbreaking approach, called Interactive Analytics (IA), brings together three modern innovations in analysis: Interactive Data Visualization, Unified Data Views, and Collaborative Analysis. Through the convenience of your browser, you can connect to data, explore it, and collaborate with others.

Born out of the US Intelligence Community, Interactive Analytics is being applied to national security problem domains such as homeland defense and cyber crime, and it has recently been introduced into the commercial business intelligence market. This technology helps organizations of every kind understand and reveal key non-obvious relationships in their data.

Position Overview: The Sales Engineer's primary role is to provide technical expertise in support of direct sales, partner sales and partner recruitment in commercial market segments. The ideal candidate will be an experienced enterprise software sales engineer who can operate in a fast-paced, startup environment. The Sales Engineer will report to the SVP of Commercial Business Development.

Job responsibilities include but are not limited to:

- Work closely with account managers to understand prospects' technical and business requirements.
- Develop and deliver product presentations and demonstrations that articulate the Company's Interactive Analytics value proposition and illustrate how it addresses prospect needs.
- Help recruit and enable partners, including companies interested in embedding Centrifuge into broader solutions.
- Ensure success of on-site Centrifuge software product evaluations.

Qualifications:

- At least five (5) years technical pre-sales experience in the business software industry.
- Strong knowledge of business intelligence domain, including competitive solutions.
- Solid understanding of SOA-based web technologies and basic database administration skills.
- Strong presentation and demonstration skills and confidence in front of senior decision makers.
- Solid sales experience to help qualify deals and develop strong relationships with customers and prospects.
- Technical skills sufficient to expertly understand prospects' use cases and product requirements.

Preferred:

- Experience working with predictive technologies and knowledge of Adobe Flex, Linux and Java
- US Citizenship
- College degree

Please send qualified resumes to careers@centrifugesystems.com.

Centrifuge is an Equal Opportunity Employer