

**Job Title:** Sales Engineer  
**Job Type:** Full Time Permanent Employment  
**Start Date:** Immediate  
**Job Location:** Atlanta, GA, USA

Are you looking for a new challenge in a fast-growing, dynamic high-tech company?  
**It's time to make a move!**

VuWall is a leader in video wall control systems, providing solutions for seamless visual collaboration in control rooms, security operations, and corporate environments. We are a privately held company headquartered in Montreal with US and European subsidiaries. With customers in more than 45 countries, we have deployed over 5,000 projects in many Fortune 500 organizations, government agencies, utility, transport, and security companies including the US Departments of Transportation, NASA, Canadian Space Agency, European Commission, Sydney Rail, Porsche, Daimler, L'Oréal, SNCF, FIFA, and throughout federal, state and local governments.

## JOB DESCRIPTION

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As a Sales Engineer at VuWall, you will play a critical role in driving sales by providing technical expertise and support throughout the sales process. You will collaborate closely with our sales team to understand customer requirements, demonstrate our solutions, and ensure successful implementation. Your technical acumen and interpersonal skills will help bridge the gap between our cutting-edge technology and the unique needs of our clients. You will be the customer's main point of contact and provide pre-sales technical support to VuWall's Sales Managers. The role may require remote and onsite configuration and training. This technical role directly supports the sales team to close new projects, while maintaining and growing existing accounts. You will be reporting to the Vice President of North American Sales.

## MAIN RESPONSIBILITIES

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- **Technical Pre-Sales Support:**
  - Be the customer's primary contact from the project design phase to successful deployment
  - Meet with consultants, AV/IT/Security integrators and end users to help promote VuWall solutions
  - Collaborate with clients to assess their needs and provide tailored solutions that meet their specific requirements.
  - Validate solutions for bid requirements and create compliance matrices.
  - Prepare and deliver technical proposals, including system designs, BOMs, specifications, and pricing.
  - Deliver technical presentations, training, online and onsite demos and product overviews.
  - Create conceptual design drawings in Visio.
  - Occasionally, take a sales leadership role to drive an opportunity to closure.
  - Address technical questions about VuWall solution features, functionality, and the roadmap.
- **Post-Sales Support:**
  - Coordinate and supervise onsite or remote installations.
  - Support project implementation by providing guidance during installation and configuration, ensuring customer satisfaction.
  - Deliver onsite and remote end user training.
  - On occasion, assist technical support team.

- **Customer Relationships:** Build strong relationships with customers to become their trusted advisor.
- **Training:** Provide training to clients and partners on VuWall products, ensuring they have the knowledge to utilize our solutions effectively.
- **Market Insights:** Stay informed about industry trends, competitor products, and emerging technologies to enhance our offerings and maintain a competitive edge.
- **Tradeshows & Events:** Support and participate in tradeshows and partner events, primarily in the USA.
- Pre-Sales Support:

## QUALIFICATION REQUIREMENTS

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- Bachelor's degree in Engineering, Computer Science, Audio Visual, Telecommunications, Electronics, Networking or a related field.
- 3+ years of experience in a technical sales or sales engineering role, preferably in AV, IT, networking or related technology sector.
- Consulting and/or sales experience is an asset
- Strong understanding of video wall technology, AV-over-IP solutions, and related systems.
- Excellent communication and presentation skills in English, with the ability to convey complex technical concepts to non-technical audiences.
- IT and Networking expertise: network configuration, troubleshooting, routing & switching, multicast/unicast transport traffic and protocols, implementation of AV devices on networks.
- Strong analytical and problem-solving skills
- Proven ability to work collaboratively in a fast-paced, team-oriented environment.
- Willingness to travel occasionally for client meetings, installations, and occasional events.

## EMPLOYMENT BENEFITS

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- Fast-growing company with state-of-the-art technology in a new and modern office space.
- Dynamic team of professionals always available for help and support.
- Exceptional company culture.
- Flexible work-from-home/office balance and flex-hours
- Medical & dental benefit package.
- Free parking, coffee, and tons of snacks.

TO APPLY

Click here to email your CV to  
[careers@vuwall.com](mailto:careers@vuwall.com)