



MicroStrategy – Best in Business Intelligence, is a leading independent provider of Business Intelligence, Performance Management, and Dashboard Reporting Solutions. For thousands of satisfied customers worldwide and hundreds of technology and integration partners, MicroStrategy delivers the most integrated, powerful, and complete solution for business intelligence. Since 1989, MicroStrategy has helped businesses make better decisions through better insight from their data by maintaining one version of the truth at the very speed of your today's needs.

Sales Engineer

Location: Frankfurt / Munich / Cologne, Germany

We are looking for a **Sales Engineer** for our offices in Frankfurt, Munich or Cologne who wants to be a part of a team of professionals working with MicroStrategy's sales, technology and product management to facilitate the sales and use of MicroStrategy's Business Intelligence products.

Your responsibility covers:

The purpose of the position of **Sales Engineer** is to work with MicroStrategy Sales Team (Account Executives, Consultants and Partners) to manage the technical sales cycle. The main task will be in providing technical sales support (e.g., product presentations, demonstrations, proof of concept prototype development, technical and business workshops) for strategic accounts. Representing MicroStrategy at seminars and trade shows will also be required.

- Present, position and demonstrate the MicroStrategy BI Solution
- Proof of Concept prototype development on customer site
- Complete technical Requests for Information
- Conduct technical and business workshops
- Close teamwork with Sales and other departments in Sales Cycles
- Demonstrate new product releases to existing customers
- Participate in international (EMEA) team meetings
- Complete technical and professional MicroStrategy certification programs

Your qualification profile:

- Masters degree or equivalent business experience or technical education
- At least 2 years sales consulting or consulting experience
- Understanding of the enterprise software sales process
- General Knowledge of RDBMS, OLAP, BI, Data Warehousing and web/internet technologies
- Detailed knowledge of SQL and Data Warehousing design
- Demonstrated ability to learn new technologies and business requirements
- Hands on attitude with analytical and creative skills
- Requirements solving attitude even under time pressure and prioritization skills
- Application knowledge in one or more of the following industries: Banking & Financial Services, Insurance, Healthcare, Retail, Consumer Packaged Goods, Telecommunications
- Languages skills: Fluent in German and English

MicroStrategy offers you:

- Work within an international corporate culture for a leading global technology company
- Best combination of technical and sales oriented work
- Gain professional experience with one of the fastest growing software companies worldwide. MicroStrategy achieved a 15% overall revenue increase in Q3/2009 despite the worldwide economical crisis!
- Challenges through changing customer opportunities, requirements and engagements
- Work in business intelligence, a top priority for Fortune 500 companies
- Success-oriented attractive compensation package
- First class trainings in our headquarters in Virginia, USA, European training centers and locally in EMEA regarding MicroStrategy BI Platform, Data Warehousing and Business Intelligence Solutions as well with Communication, Presentation and Sales topics

Are you ready for this unique and challenging opportunity?

Please send your CV, in English, to [Ulrike Wolter at CVEMEA@microstrategy.com](mailto:Ulrike.Wolter@microstrategy.com) and quote opportunity that you are interested in.

<http://www.microstrategy.de/>