



Sales Engineer
IDS, a Constellation Software Company

The Company

IDS, Integrated Dealer Systems, is the leading provider of complete software solutions for RV, marine, and trailer dealerships.

Innovative software solutions from IDS empower Dealerships with information to effectively manage and grow their business. Our software helps Dealerships to position themselves for growth, financing, acquisition, or IPO. Our customers are among the largest RV and Marine dealerships and we are proud to be their trusted technology partner. We are committed to RV and Marine dealerships and the technology that powers them.

Most dealerships struggle with keeping their operation lean and organized, so we built software that puts all their dealership activities in one place, providing them with an easy way to eliminate inefficiencies and grow their business.

We are looking to hire a Sales Engineer. In this role you will be responsible for presenting products and services to new and existing clients. You will prepare presentations to show clients IDS software, pricing, benefits of working with us. **Previous experience with IDS software is mandatory to be successful in this role.**

Responsibilities include:

- Develop products or program suggestions for clients and successfully sell them
- Willingness and ability to travel 25-40% of the time across Canada/USA
- Serves customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand service requirements.
- Prepares cost estimates by studying all related customer documents, consulting with engineers, architects, and other professional personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment and engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed, recommending options and courses of action, and implementing directives.
- Contributes to team effort by accomplishing related results as needed.
- Facilitating solutions, estimates, and drafting statements of work
- Creating and delivering presentations and product demonstrations
- Experience working with highly customizable solutions
- Create digestible, exciting product demonstrations
- Enjoy working alongside sales in order to support the deal cycle, especially in highly competitive situations



Qualifications include:

- Previous experience with IDS software is mandatory to be successful in this role.
- Creative approach to sales, building customer relationships
- Excellent written and oral communication skills
- Previous experience in business-to-business (B2B) sales
- Excellent organizational skills and a keen eye for detail
- Computer proficiency and the ability to accurately enter data and generate reports, create power point decks, excel graphs, and more
- ~~Negotiation~~ and social problem-solving skills
- Ability to work in a ~~high-stress~~ sales environment and multitask

Required Education:

- Strong preference given to candidates with an accounting background

Location: remote, but able to travel 25-40% of the time within Canada and USA, including Constellation offices
Permanent, Direct Hire Opportunity

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.