Graduate Technical Services Engineers

Location: London or Barnsley, UK

The role

Our Technical Services Engineers are the lynchpins of our customer facing technical teams, working in both a pre-sales and post-sales capacity.

Core responsibilities will include:

- attending pre-sales client meetings and presentations with Business Development Managers
- determining the technical scope of the opportunity and developing formal proposals
- identifying client requirements: (technical requirements, client infrastructure, configuration, and requirements), technical design (including solution configurations and diagrams) and planning phases of the sales cycle
- deploying and configuring purchased solutions in customer environments
- providing pre and post-sales support for new and existing customers
- demonstrating products and 3rd Party Solutions in front of prospects
- working with sales colleagues to provide responses for technical RFI/RFP questions
- building, deploying and managing Proof Of Concept product evaluations and pilot projects
- delivering on line and on site product demonstrations

In addition, Technical Services Engineers handle technical presentations at trade shows and conferences, and are expected to maintain an in-depth level of technical and industry knowledge through ongoing training, seminars and certifications.

This role is based in either our London or Barnsley offices, but you will be required to travel to Customer sites throughout the UK. As our customer footprint expands internationally, you may also have the opportunity to travel overseas.

The Person

As Egress Software Technologies enters an exciting period of growth, it represents an exceptional opportunity for graduates with technical backgrounds to build a career with one of the UK's leading encryption services providers.

You will have completed (or are just about to complete) your Degree or Masters in a technical subject such as Computer Science, Physics, Mathematics or related subjects.

You will now want to apply the skills developed during your course in a customer facing technical role. The qualities we seek are:

- an aptitude for understanding IT systems, and highly technical solutions
- excellent listening and discovery-process skills
- an ability to map technical solutions to customer needs / business objectives
- a core understanding of Windows, Mac and mobile platforms
- demonstrable relationship building skills with the ability to network at a technical level
- excellent technical and fault finding skills
- some exposure to IT security/encryption solutions (desirable, but not essential)
- have a good academic record from GCSE onwards
- have held a full driving license for over 12 months

You will possess a natural communication style and outstanding interpersonal skills.

The base salary for this position is £22,000 per annum, plus commission and other benefits.

The company

Egress is proud of our uniquely agile, effervescent, and people focussed environment.   Our core values of Culture, Excellence, Ambition and Integrity run through everyone who works for us, and everything we do.

We are a sociable company, working hard and playing hard in equal measure. The atmosphere in our offices is friendly and supportive, with a competitive edge! We enjoy regular nights out and there are plenty of social activities including company funded team lunches and monthly activities. Employees also enjoy free breakfasts and fruit, and top end coffee.

Egress have two office locations in the UK. This position can either be based in the Yorkshire market town of Barnsley or just outside central London in leafy Brondesbury Park– close enough to the centre to be within striking distance of all the City and West End have to offer - but without the crowds, traffic congestion and crammed commuter trains.

If you are interested in this role, please send your CV to careers@egress.com**.**