



Example of Account Engineer Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of account engineer. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for account engineer

- Provide support to lead Solutions Engineer where assigned, which will include understanding a client's or prospect's business and technical needs, participating in technical assessments as scheduled by lead Solutions Engineer, and participating in presenting the value of the solution within his or her practice area as part of a total Sentry Performance Solutions proposal
- Communicate the value of solutions as subject matter expert within the assigned practice area to clients based on the client's unique needs (as defined above), educate internal staff and respond effectively to clients' queries
- Support Account Management and GSO teams in delivering pricing and contract language
- Identify cross sales opportunities within the existing client base and work with Account Management teams to pursue those identified opportunities
- Work in conjunction with the Account Manager / GSO teams to develop and grow long term relationships with clients and act as a consultant to clients by identifying the need for additional Sentry Performance Solutions products or services
- Serve as liaison between other members of the sales team and colleagues from other cross functional teams senior management
- Promote products both internally and externally through participation in marketing efforts by participating in development of solution-specific newsletters or webinars
- Participate in User Group Meetings for Sentry Performance Solutions and act

- Maintain accurate pipeline and forecast data

Qualifications for account engineer

- You'll develop a deep understanding of the relevant business areas and systems to guide you in designing effective solutions
- Take ownership of, architect, and build business critical services
- Solid understanding of computer science fundamentals, including algorithms, data structures, and design patterns
- Solid experience programming back-end web services in an OO language
- RDBMS development experience and advanced knowledge of data-modeling
- Experience with an object-oriented programming language, particularly Java