

General Information

- **Job Title:** Tax Software Sales Engineer
- **Company:** Tax Technology Partners Inc. - Revolutionizing Tax Solutions for Enterprises
- **Location:** [Location]
- **Job Type:** Full-Time
- **Salary Range:** \$100,000 to \$150,000
- **Location:** Hybrid

About Us

Tax Technology Partners Inc. is a dynamic firm committed to reshaping the tax landscape through innovative technology solutions tailored for enterprises. We specialize in delivering cutting-edge tools and platforms that empower businesses to navigate complex tax challenges seamlessly.

JOB SUMMARY

We are seeking a skilled and motivated Sales Engineer to join our dynamic team at Tax Technology Partners LLC. As a Sales Engineer, you will play a critical role in bridging the gap between our innovative tax technology offerings and our clients' needs. This role requires technical expertise, strong communication skills, and a passion for delivering exceptional solutions to our clients.

ESSENTIAL JOB FUNCTIONS AND RESPONSIBILITIES

- **Technical Expertise:**
 - Develop a deep understanding of Tax Technology Partners' product offerings, staying current on updates and new features.
 - Provide technical support to the sales team by articulating the technical features, benefits, and value propositions of our products.
- **Client Engagement:**
 - Collaborate with the sales team to understand client requirements and present customized demonstrations of our tax technology solutions.
 - Act as a technical advisor during client interactions, addressing inquiries and ensuring a clear understanding of our offerings.
- **Solution Design:**
 - Work closely with clients to understand their unique needs and challenges, proposing tailored solutions that align with their business objectives.
 - Collaborate with the product development team to communicate client feedback and contribute to the enhancement of our products.

- Sales Support:
 - Assist the sales team in preparing and delivering technical presentations, proposals, and product demonstrations.
 - Provide pre-sales technical assistance and product education to potential clients.
- Relationship Building:
 - Build and maintain strong relationships with clients, understanding their evolving needs and acting as a trusted advisor in the adoption of our solutions.

QUALIFICATIONS

- Bachelor's degree in Computer Science, Engineering, or a related field.
- Proven experience in a Sales Engineer or similar technical sales role, preferably in the technology or software industry.
- Strong technical acumen and the ability to communicate complex technical concepts to non-technical audiences.
- Familiarity with tax technology solutions and a keen interest in staying updated on industry trends.
- Excellent interpersonal, communication, and presentation skills.

If you are a results-oriented with a passion for technology, we invite you to join Tax Technology Partners Inc. To apply, please submit your resume and a cover letter outlining your relevant experience and why you are excited about this opportunity. We look forward to welcoming an Account Manager who will contribute to the continued success of Tax Technology Partners Inc.