



Pre-Sales Engineer Specialist

Company Background

PCS Software, Inc. is an AI platform for the transportation logistics marketplace providing the trucking industry's most effective transportation management platform (TMP) to improve fleet management and delivery systems and increase profits for our customers. Through innovation and invention, our software individualizes work routines, consolidates workflows, and streamlines management controls to improve accountability, transparency, and eliminate costly and redundant manual processes.

Trucking companies and freight brokers trust PCS to optimize their dispatch, accounting, and fleet operations. TL, LTL, Intermodal, and freight brokerage services use our TMP to automate operations, easily access information, and reduce inefficiencies to maximize sales and revenue. Founded in 1997 and located in Houston, Texas, PCS Software is the leading developer of hosted software solutions designed specifically for the ground transportation industry.

Job Description: Pre-Sales Engineer Specialist

The Pre-sales Engineer Specialist (or Demonstration Specialist) is a sales overlay role directly supporting our inside and field sales teams into new and existing markets. Presales Engineer Specialists are THE subject matter experts for the PCS Software, Inc. AI-Driven transportation management platform solution and are responsible for leading value-centric conversations, ultimately identifying and matching technology capabilities with our customers' business and transportation and logistics needs.

In this role, you will collaborate with Account Executives, Sales Directors, Software Engineers, Product Management, and Marketing to establish a shared vision with our customers and help them achieve their strategic goals. You will identify, document, and communicate the comprehensive impact that the PCS transportation management platform has on an organization. You will focus on our PaaS based solution, the various partner platforms we integrate with, and address customer concerns around cloud security, digital transformation, integration, and mobile application compatibility, and government regulations.

Responsibilities:

- Deliver the PCS message and vision including technical architecture presentations and product demonstrations to prospective customers and partners
- Conduct live and virtual customer meeting presentations and demonstrations
- Support lead generation activities such as events, webinars, user groups, etc.
- Lead technical sales calls
- Qualify sales opportunities in the terms of customer technical requirements
- Stay current with continuous education of PCS's latest API's, platform, and mobile application solutions
- Acts as technical expert to develop and propose solutions that meet the technology and business requirements of customers
- Ownership of all pre-sale activities in support of technical evaluation and validation of the PCS platform
- Continuously drive and promote value of the PCS platform to partners and customers
- Interact with Product Management to ensure the product fills customer requirements and communicate these requirements

Required Knowledge, Skills, and Experience:

- At least 5 years' experience of Pre-Sales Engineering or similar customer facing role, experience preferably in a PaaS or SaaS environment

- The successful candidate must have a fundamental breadth of technical knowledge in the transportation and logistics domain.
- Exceptional verbal and written communication skills
- Self-motivated and a self-starter, comfortable working remotely and in person with peers and customers as well as autonomously
- Strong practical understanding of the PCS platform or other similar transportation management platform solutions.
- Thrives in a fast-paced environment; the ability to handling multiple calls/demos per day with immediate follow up
- Possess a high level of business acumen and experience working with all levels of decision makers including Cx0 level personnel, helping to bring technology solutions to solve the most critical business challenges
- Ability to travel 50%

Education:

Bachelor's degree required in a technical or business field or 10 years of equivalent experience working in technical software support, implementation, or other pre-sales engineer role with a TMS or TMP solution provider.

Start Date: ASAP

Type: Full-time employment, Monday-Friday 8a.m.-5p.m.

Location: 2103 Citywest Blvd., Houston, TX 77042

Travel: yes, up to 50%

Immediate Supervisor: Senior Director of Solution Architects

Success Factors:

- PCS hires individuals who thrive and excel in teams and demonstrate big-picture thinking, who are willing to explore new ideas, are persistent when things do not go well, and are committed to delivering and maintaining a high "Do/Say" ratio.
- PCS hires team members with strong communication skills, both oral and written, and can communicate with customers to understand their needs.
- PCS looks for candidates who demonstrate a desire for continuous training, education, and skill improvement.
- PCS employees must be enthusiastic, positive, and creative problem-solving ability that drive action and results.
- Detail-oriented, capable of handling multiple projects at once, adept in navigating ambiguity and rapidly changing/competing priorities.

PCS Core Values:

- **Initiative** – You take initiative as an owner and do not wait for direction to act.
- **Accountability** – You own all the actions and results associated with your job, including the by-product of your work at PCS.
- **Can-Do Attitude** – You believe in yourself and always demonstrate an achievable attitude.
- **Positive and Motivated** – You continuously radiate positive energy and raise the level of performance of those around you by keeping yourself and others positively motivated towards your daily, weekly, monthly, and yearly goals.
- **Say-Do Ratio** – Do what you say and say what you do. You constantly deliver results that match the words you speak. You then keep your promises to deliver on time or keep your peers and management updated to avert a crisis.
- **Integrity** – You are consistent and uncompromising in your strong personal and company values as well as ethical and business morals.
- **Honesty** – You are always truthful and transparent in your actions during the difficult times, not just the good times.

Why Join PCS?

PCS Software, Inc. rewards your hard work with amazing opportunities for career growth and personal development. If you want to be the newest member of a vibrant group of energized technology leaders in an innovative and entrepreneurial environment, then apply online today to start building solutions that customers will love to use and join a company that truly rewards your hard work and values your talented contributions. If you would like to compete for this highly sought-after position, please submit your resume to employment@pcssoft.com.

PCS Software, Inc. is considered one of the best places to work because of our competitive compensation plans, comprehensive benefits plan with 100% company paid medical, dental, and vision premiums for you and your dependents, 401k with a 4% match, generous PTO package, a truly creative and fun working environment, complementary food/beverages in the office, paid training and development opportunities, paid gym/fitness facility membership, employee recognition programs, and amazing opportunities for career growth and personal development.

Work Authorization

No calls or agencies please. PCS Software, Inc. will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided. Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

This job description provides many examples of the types of responsibilities required but is in not intended to be a comprehensive list. The incumbent will complete other job responsibilities as needed which are not specifically described in this document.

PCS Software, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment. We thank all respondents for their interest in PCS Software, Inc. However, only those selected for an interview will be contacted.