



Ace Computers

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Sales Engineer – High-Performance Computing

Location: Des Plaines

Employment: Full-time, Remote

About Us:

Ace Computers is a leading provider of custom computing solutions, specializing in high-performance hardware configurations for government and military clients. With a commitment to innovation and excellence, we pride ourselves on delivering cutting-edge technology solutions that meet the unique needs and challenges of our customers.

Position Overview:

As a Sales Engineer specializing in High-Performance Computing, you will be a key member of our sales team, responsible for driving the growth of our HPC business. The ideal candidate will possess a deep understanding of HPC technologies, a proven track record in solution-oriented sales, and the ability to build strong relationships with clients seeking advanced computing solutions.

Key Responsibilities:

1. Client Engagement
 - Proactively identify and engage with potential clients who can benefit from Ace Computers' HPC solutions.
 - Conduct thorough needs assessments to understand clients' computing requirements and challenges.
2. Solution Selling
 - Collaborate with the pre-sales engineering team to tailor HPC solutions that align with clients' technical and business objectives.
 - Present and articulate the value proposition of Ace Computers' HPC offerings to clients through effective communication and presentations.
3. Pipeline Management
 - Build and maintain a robust sales pipeline for HPC solutions.
 - Utilize CRM tools to track and manage sales activities, ensuring accurate forecasting and timely reporting.
4. Relationship Building
 - Cultivate strong, long-term relationships with clients and key stakeholders.
 - Act as a trusted advisor to clients, providing insights and recommendations on HPC solutions.

5. Market Awareness

- Stay informed about industry trends, competitor offerings, and emerging technologies in the HPC space.
- Share market insights with the team to inform product development and sales strategies.

Requirements:

- Experience
 - Proven track record in sales, with a focus on High-Performance Computing solutions.
 - Familiarity with the HPC ecosystem, including hardware, software, and industry applications.
- Technical Knowledge
 - Understanding of HPC architectures, parallel processing, and GPU acceleration.
 - Ability to grasp and communicate complex technical concepts effectively.
- Communication Skills
 - Excellent communication and interpersonal skills.
 - Ability to tailor communication styles to engage both technical and non-technical stakeholders.
- Results-driven
 - Demonstrated ability to meet and exceed sales targets.
 - Strong negotiation and closing skills.
- Team Collaboration
 - Ability to collaborate effectively with pre-sales engineers, marketing, and other internal teams.
- Education
 - Bachelor's degree in Business, Marketing, Computer Science, or a related field. Advanced degrees or certifications are a plus.

Benefits:

- Competitive salary commensurate with experience
- Comprehensive benefits package, including medical, dental, and vision coverage
- 401(k) retirement savings plan with employer match
- Paid time off and holidays
- Professional development opportunities

How to Apply: Interested candidates are encouraged to submit their resume and a cover letter detailing their relevant experience to careers@acecomputers.com Please include "Sales Engineer - HPC" in the subject line.

Ace Computers is an equal opportunity employer, and we encourage applications from individuals of all backgrounds and experiences. We look forward to welcoming a new team member who is dedicated to delivering outstanding hardware technical support to our clients.

Send applications to careers@acecomputers.com