

Position Title: Consulting Engineer (Sales Engineer)
Location: Burlington, MA
Reporting Manager: Director of Professional Services
Summary:

This new position in the Professional Services Group has been created to carry out tasks that strategically fulfill the needs of Gensym's sales, marketing and professional services departments. The engineer will be trained on the latest technology in real-time decision management in order to support regional account managers in sales situations, marketing staff in promotional activities, and professional services in the delivery of consulting and training. Responsibilities are both customer-facing and corporate-facing in that the engineer will be expected to favorably represent Gensym to prospective customers while at the same time stimulating collaboration between Gensym sales, marketing and consulting departments.

The engineer will be trained in Gensym's Xtreme Consulting methodology and be an active participant in application solution projects deploying Gensym's Decision Now Architecture (DNA). The candidate will have the opportunity to work globally with Fortune 500 companies in the emergent rules engine marketplace.

This position requires the technical skills and creativity to fashion compelling automation solutions in operations management and business process management for the process industries, telecom, and government.

Responsibilities for the position include:

- Develop demonstrations, give pre-sales presentations, prepare marketing materials, conduct workshops, and perform billable consulting.
- Travel as much as 60% of the time, depending upon need.
- Utilize intensive training in real-time decision management using Gensym software, third-party software and implementation methodologies to service the customer.

Qualifications:

- B.S. or M.S in engineering or computer science
- Strong process perspective and an understanding of real-time decision management technologies
- Effective writing and communication skills
- Experience with information technology, including programming, automation and control, and modern enterprise architectures and platforms
- Good appreciation of business-level issues in information technology and automation

Candidates with the following are preferred:

- Industry experience at operational level in chemicals, oil, gas, utility, discrete/continuous manufacturing, or financial industry
- Business-level experience in any of the above industries

Compensation includes both a competitive base salary and bonus/commission incentive program. Please note there is no relocation assistance available for this position.

Send Resumes & Cover letters to:

careers@gensym.com or

Fax: 781-265-7252 or

Via U.S. Mail:

Gensym Corporation

Human Resources Department

52 Second Avenue

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