

Presales engineering DAVANTIS Technologies INC.

Company

DAVANTIS is a leading technology company that develops artificial intelligence-based and computer vision video analytics solutions.

We develop highly sophisticated proprietary algorithms to protect and ensure security for businesses, properties and critical infrastructures.

Present in more than 40 countries and with 40,000 video channels sold around the world, DAVANTIS has been at the forefront of video analytics since 2005.

Responsibilities and Key Duties

Collaborate with Sales Teams: Travel across the U.S. to support our sales network, presenting DAVANTIS intelligent video surveillance solutions to key clients.

Product Demonstrations: Lead engaging demonstrations for both existing and potential clients, showcasing the power of our technology.

Implementation & Configuration: Oversee the deployment and configuration of our intelligent systems, ensuring smooth integrations with clients' operations.

Client Support & Training: Provide technical support remotely and on-site, offer Spanish/English bilingual training, and assist customers in maximizing the value of our solutions.

Industry Representation: Represent DAVANTIS at international trade shows and key industry events, spreading our mission to the world.

Requirements

Educational Background: Bachelor's or Master's degree in Computer Science, Software Engineering, Telecommunications Engineering, or a similar technical field.

Professional Experience: 2-5 years in electronic security (physical), CCTV, and video surveillance systems.

Experience in commercial roles with clients, a sales-oriented mindset.

Not purely office-based; must be willing to go out and visit clients. Availability to travel.

Technical Skills:

- Strong understanding of operating systems (Windows, Linux, etc.), relational databases (SQL Server), networking protocols (switching, VLANs), and scripting languages.
- Travel Enthusiast: Willing to travel frequently to support client needs.
- Ideal: Spanish proficiency (spoken and written) to support our diverse client base.
- Experience in IT support for clients is a plus.

Location and work mode

Virginia / Manassas. Based in Virginia or nearby areas, with flexibility for travel.

On-site.

jobs@davantis.com

www.davantis.com