



**MicroStrategy – Best in Business Intelligence**, is a leading independent provider of Business Intelligence, Performance Management, and Dashboard Reporting Solutions. For thousands of satisfied customers worldwide and hundreds of technology and integration partners, MicroStrategy delivers the most integrated, powerful, and complete solution for business intelligence. Since 1989, MicroStrategy has helped businesses make better decisions through better insight from their data by maintaining one version of the truth at the very speed of your today's needs.

## Sales Engineer m/f

Location: Stockholm Sweden/Nordics

We are looking for a Sales Engineer for our office in Stockholm who wants to be a part of a team of professionals working with MicroStrategy's sales, technology and product management to facilitate the sales and use of MicroStrategy's Business Intelligence products.

### Your role:

- Presentation, positioning and live demonstration of the MicroStrategy BI Solution
- Proof of Concept prototype development on customer site
- Conducting technical and business workshops
- Completion of technical Requests for Information
- Close teamwork with Sales and other departments in Sales Cycles
- Demonstration of new product releases to existing customers
- Participating in international (EMEA) team meetings
- Support for Swedish and Danish operations
- Completion of technical and professional MicroStrategy certification programs

### MicroStrategy is looking for:

- Bachelors degree or equivalent business experience or technical education
- 2-5 years sales consulting experience in one or more vertical markets and/or horizontal applications
- Understanding of the enterprise software sales process
- General Knowledge of RDBMS, OLAP, BI, Data Warehousing and web/internet technologies
- Detailed knowledge of SQL, Data Warehousing design and optimization
- Demonstrated ability to learn new technologies and business requirements
- Hands on attitude with analytical and creative skills
- Requirements solving attitude even under time pressure and prioritization skills
- Application knowledge in one or more of the following industries: Banking & Financial Services, Insurance, Healthcare, Consumer Packaged Goods, Telecommunications, and ERP
- Languages skills: Fluent in English and Swedish

### MicroStrategy offers you:

- Work within an international corporate culture for a leading global technology company
- Best combination of technical and sales oriented work
- Challenges through changing customer opportunities, requirements and engagements
- Work in business intelligence, a top priority for Fortune 500 companies
- Success-oriented attractive compensation package
- First class trainings in our headquarters in Virginia, USA and locally in EMEA regarding MicroStrategy Software Platform, Data Warehousing and Business Intelligence Solutions as well with Communication-, Presentations- and Sales topics

**Are you ready for this unique and challenging opportunity?**

Please send your CV, in English, to Michał Koziarewicz at [mkoziarewicz@microstrategy.com](mailto:mkoziarewicz@microstrategy.com) and quote opportunity that you are interested in.

<http://www.microstrategy.com/>

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