

Cine-tal

JOB DESCRIPTION

Product Specialist Los Angeles

Position Summary:

Cine-tal Systems, Inc. develops, sells and licenses solutions for image display, display processing and collaboration. Primary market is motion picture and television production, post-production, distribution and exhibition. This position is a technical role responsible for providing expert product knowledge to customers. As a member of the company's Sales and Marketing team this position will support local sales and support efforts by providing technical consultation for customers during the pre-sales stage, work with Cine-tal resellers to train and assist their sales efforts and provide after sales localized support.

Essential Job Functions (listing most important first):

Pre-Sales

- Provide both supervised and un-supervised product demonstrations for current and new customers.
 - Work with customers during product evaluations to integrate hardware and software into client facilities.
 - Assist local sales manager with pre-sales efforts in the local market and other geographic areas as needed.
 - Provide support for marketing activities at local, national and international trade shows.
 - Present and participate at training seminars and local user group meetings.
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Reseller Technical Resource

- Provide training on product line to local resellers.
 - Provide technical assistance and product demonstration support for resellers.
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Consulting

- Provide consultation to customers on system integration workflow or other areas related to the sale of Cine-tal
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Post Sales

- Provide first response technical support to local customers.
 - Work with Customer Care team to resolve any and all open technical issues for local customers
 - Provide backup support for other regions when necessary.
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Market Development

- Continually meet with customers to develop relationships, understand their needs and proactively address potential issues.
 - Work closely with Customer Care and Sales teams to optimize after market sales, upgrades and license renewals.
 - Use company CRM systems to track and analyze all customer activity.
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Essential Job Requirements:

EDUCATION Engineering or technical training preferred.

EXPERIENCE 3+ years in technical role supporting video or film production /post production
Demonstrable understanding of production workflow, image monitoring and the use of both hardware and software in production and post production
Working knowledge of color science, colorspace issues in workflow and industry standards surrounding color and image management.

Startup experience with VC funded organizations

Experience in high technology hardware and software sales

Experience in feature film and video production & post production or television broadcasting / television production
