Software Solution Engineer

About Foxit Corporation

Founded in 2001, Foxit is an Amazon-invested leading software provider of solutions for reading, editing, creating, organizing, and securing PDF documents. Headquartered in Fremont, CA, USA, Foxit has operations worldwide in China, Belgium, Japan, and Taiwan. Foxit is focused on PDF solutions with over 100 experienced PDF engineers. Winner of numerous awards, Foxit boasts over 150 million users, has sold to over 95,000 customers located in over 190 countries. Since Foxit products are ISO 32000-1/PDF 1.7 standard compliant, they are compatible with other PDF products like those from Adobe.

Solution Engineers are the primary engineer resource at US office. Solution Engineers are responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for our products. The solution Engineer must be able to articulate technology and product positioning to both business and technical users. Must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process. Must have good communication skill and software technical skill.

Responsibilities

- Designing, coding and debugging applications in C and C++. Develop high-quality, high-efficiency UI applications based on a platform-independent PDF rendering and processing engine

- Proven experience with technical business documentation like workflow diagrams, proposals, SOWs, RFPs and RFIs, etc.

- Arrange for demonstrations or trial installations of the software.

- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.

- Confer with customers and engineers to assess the customer needs, and to determine customer requirements.

- Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.

- Keep informed on industry standards, news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments.

- Diagnose problems with installed software on customer premises.

- Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of software product and service sold to customers.

- Write technical documentation for products.

Qualifications

Ideal candidate must be self-motivated with a proven track record in software technology and good communication skill. Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, tickets system, and when submitting reports. Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches. Must have project management skill and software coding skill.

- 1+ years relevant experience in software development and software solution engineering

- Experience and familiarity of our products and line of business a plus

- A B.S. in Computer Science or a related field is strongly preferred

- Foxit will be sponsor-H1B

Application

Please send resumes to jobs_us@foxitsoftware.com