



Sales Engineer – Job Posting

“Rare opportunity to use your technical knowledge & design skills to join a growing audio visual industry and continue your career growth as a sales engineer with our audio visual division.”

MidPoint Technology Group, LLC is a technology design & integration company headquartered in Baltimore Maryland and provide services to their national clients. MidPoint Technology Group, LLC was founded in 2014 as a technology services company providing solutions in the audio visual, data center, electronic security, managed IT and structured cabling markets. MidPoint Technology Group, LLC is currently seeking an audio visual design engineer to join our growing audio visual division to design, estimate and quote audio visual solutions for our clients.

Working in concert with our engineering manager and sales staff, the audio visual design engineer we select will have overall responsibility for designing, estimating and quoting audio visual solution for our clients. An audio visual design engineer is an advanced technical position within the audio visual department, this position is great for candidates with 6-plus years of experience in the audio visual industry with system commissioning and designing experience.

The collaborative audio visual team member we seek will genuinely respect diverse points-of-view, acceptable to directions, self-motivated and strive for an environment in which inclusiveness drives productivity and results. Other requirements include:

- 6-years (plus) experience in the audio visual industry
- 3-years (plus) with estimating
- 3-years (plus) with designing
- 2-years (plus) with system commissioning
- Self-motivated
- Multitasking skills
- Strong computer skills
- Strong organizational skills
- Strong communication skills
- Ability to read & understand cabling pull schedules, floor plans, ceiling plans, riser diagrams & line diagrams
- Strong knowledge/experience of signal flow, audio visual signal types, connector types & terminations
- Strong knowledge/experience with control/automation system: Crestron, AMX and Extron
- Strong knowledge/experience with audio DSP's: QSC, Biamp, Clearone, Symetrix
- Strong knowledge/experience with digital video/audio transmission and protocols
- AutoCAD experience

Additional skills:

- **Electronics knowledge is a plus.**
- **Technical college certificates or degree is a plus**
- **Computer science degree is a plus**
- **Industry certifications are a plus: Crestron, AMX, Extron, Biamp, QSC, Clearone, LifeSize, Polycom, Cisco, Infocomm, Etc.**
- **Audio production and/or video production knowledge is a plus**
- **Drafting experience is a plus**

This position may require travel and the ability to work nights and/or weekends in order to meet the project(s) demands. For additional information about this position, please contact our human resources department.