

Sales Engineer – Washington D.C. / Chandler, Arizona

Position Summary

Integrated Biometrics (IB) is seeking a Sales Engineer to join the sales organization; this role serves as a technical bridge between customers, sales, engineering, and product development, supporting IB's hardware and software portfolio across government, law enforcement, military, and commercial markets.

The ideal candidate combines strong software knowledge, technical sales ability, and working knowledge of hardware and software integration. Successful candidates will be comfortable presenting to both small and large groups, leading demonstrations and training sessions, and translating complex technical capabilities into practical market-facing solutions. The role also requires strong curiosity, AI fluency, and a genuine interest in technical development and emerging solution design.

This position will travel 50% of the time and requires a candidate who can engage credibly with military, law enforcement, and government stakeholders.

Core Responsibilities

- Serve as the primary technical pre-sales resource for IB's hardware and software solutions, supporting direct sales, channel partners, and end users.
- Translate technical product capabilities into clear business, operational, and mission value for customers.
- Support customer discovery, requirements gathering, solution design, demonstrations, evaluations, proofs of concept, and technical presentations.
- Deliver clear, effective presentations to small and large audiences, including customers, partners, internal teams, and executives.
- Lead product demonstrations, workshops, and training sessions that explain complex technical concepts in a practical, engaging way.
- Support technical and commercial discussions with military, law enforcement, and government stakeholders.
- Work closely with sales, engineering, technical support, and marketing teams to align customer needs with product capabilities and roadmap priorities.
- Provide field feedback on customer requirements, competitive positioning, product performance, and solution gaps.
- Help educate and support the sales team with software capabilities, integration requirements, product positioning, and technical differentiators.
- Contribute to technical content, including presentations, use cases, competitive positioning, sales materials, and customer messaging.
- Identify and communicate how AI can be incorporated into IB's software and hardware solutions to address customer needs and strengthen market position.
- Stay current on emerging technologies and market trends, including AI-enabled solution design, and translate them into commercial opportunities.

- Bring curiosity and initiative to the role by exploring new ideas, asking thoughtful questions, and helping shape solutions around customer and market needs.

Required Qualifications

- U.S. citizenship required (due to the nature of government and defense related customers).
- Strong technical background in software and software-related sales support.
- Working knowledge of hardware engineering and hardware and software integration.
- Experience in technical sales support, solution selling, pre-sales engineering, or similar customer-facing technical roles.
- Excellent verbal and written communication skills, with the ability to present confidently to small and large groups.
- Strong teaching and training ability, with the ability to explain complex technical concepts clearly and practically.
- Ability to lead technical discussions, demonstrations, and training sessions with customers, partners, and internal stakeholders.
- Practical fluency in AI, including how AI can be applied to customer problems, technical workflows, and market-facing solutions.
- Strong interest in technical solutions, product development, and emerging technologies.
- High intellectual curiosity, with a habit of learning quickly, asking strong questions, and understanding how products and systems work. Demonstrated history of learning and adapting to emerging technologies
- Ability to work independently in a remote environment while coordinating closely with a distributed team.
- Must possess or be able to obtain a valid U.S. Passport.
- Willingness and ability to travel up to 50%, including multiple trips requiring onsite stays of a week or longer. Travel is driven by customer demos, evaluations, and mission critical milestones rather than constant weekly travel.

Preferred Qualifications

- Prior U.S. government security clearance or eligibility for clearance.
- Experience working with government customers, integrators, or enterprise technology buyers.
- Ability to engage credibly and professionally with military, law enforcement, and government stakeholders.
- Military service or prior experience supporting military, law enforcement, or government customers.
- Spanish language ability.
- Interest in biometric, identity, security, or law enforcement-related technology.
- Experience with CRM platforms such as Salesforce.

Work Environment

- In the office, remote and travel.
- Preference for candidates located in Chandler, Arizona or Washington, DC (or able to easily access the Washington, D.C. area).



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- Frequent collaboration with internal teams, customers, integrators, and international partners.

Success Profile

The successful candidate will be technically credible, commercially aware, highly curious, and comfortable operating in front of customers and internal stakeholders alike. This person should be able to move easily between technical detail and customer value, teach effectively, present with confidence, and support the growth of IB's software and hardware business across demanding markets.



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