Goal: As the Sales Engineer at Dynatrace, your goal is to sell cloud monitoring software by using your know-how and technical experience.

Role: You are the Sales Engineer, at Dynatrace and your role is to create new opportunities to promote entrepreneurship in your community.

Audience: Your audience will be your colleagues, community members, and company executives.

Situation: In March, 2020, two Dynatrace Sales Engineers from Chicago, Dave Beran and Josh Wood, collaborated on a 3D printing project to protect their local frontline professionals from Covid-19. They've made over 600 face shield kits for hospitals, nursing homes and prisons. They used their skills as engineers and salesmen to begin this business which now boast grassroot teams around the world who are working together to provide this important PPE (Personal Protective Equipment) to workers everywhere. Although their career with Dynatrace is still their number one priority, they are excited to be able to take their skills and inspire others to help their community.

Your career will start as part of Dynatrace's Corporate Responsibility (CR) team, which develops programs to promote entrepreneurship and will include working with Artificial Intelligence, 3D Printing, and developing new programming for their Corporate Responsibility Department.