

Job Title **Senior Systems Engineer**
Location Western Region
Organization Name **Sales – North America**
Position Summary

Senior Systems Engineer is a technical advisor that supports Ekinops sales in North America. Works with Customers, Sales Directors and Product Line Management to evaluate and propose Layer 1 optical transport solutions that enhance the customers ROI. The Senior Systems Engineer is key in driving technology solutions, promoting Ekinops products, and delivering winning combination to customers. Must be able to articulate the technical value of solutions and form strong relationships with customer engineering and management teams.

Essential Duties & Responsibilities

- Interpret, determine, and evaluate customer transport requirements to provide the best solution.
- Conceptualize and design complex, Layer 1 systems that provide industry leading ROI for the customer base
- Present and whiteboard technical ideas and solutions to customers.
- Provide cost and comparative analysis of products and solutions.
- Advocate Ekinops products and solutions to technical and non-technical customers.
- Provide product demonstrations to customers.
- Serve as a liaison between sales and other internal technical organizations.
- Provide technical leadership for RFI's/RFP's.
- Provide post-sales support services to customers.

Skills

- Strong technical knowledge in CWDM/DWDM, IP, and SDN technologies and solutions.
- Significant experience in Layer 1 solution concepts, network planning, and network design.
- Possess the ability to determine customer needs and potential opportunities.
- Confident presenter that has the ability to articulate technical ideas and concepts to technical and non-technical audiences.
- Possess the ability to turn ideas and concepts into viable customer solutions.
- Assertive with Ekinops' product and solution positioning with customers.
- Possess an understanding of competitor solutions and be

able to anticipate emerging competitor technologies and trends.

- Possess knowledge of product and solution life cycle management.
- Strong skills in Microsoft PowerPoint, Visio, Excel, and Word.
- Strong business acumen in planning and organizing, information integration, decision-making and ability to achieve results while focusing on customer requirements and business success.

Education / Experience

- Requires a minimum of 5 years designing complex, Layer 1 solutions.
- 10 years Systems Engineering or Sales Engineering experience.
- Bachelor's degree or equivalent experience. Masters degree or PhD desired.