

Transport Pre-Sales Engineer DACH Region

Location : Home Office, preferred area Frankfurt / Cologne / Bonn, Germany
Contract type : Permanent, full time
Department : SALES

Purpose of the job

Providing Technical Pre-Sales Support local sales team for Ekinops transport technologies (DWDM and OTN) in close cooperation with the local regional sales director & account manager based in Germany addressing DACH region (Germany, Austria and Switzerland) where interfacing in native language is mandatory.

From understanding of given Customer requirement, enable suitable technical solution in compliance with Ekinops solutions with network design and up to Customer proposal (including quotation), deliver pre-sales oriented technical support to Customer's technical audience up to CTO levels, convince relevance of proposed solution, and follow-up on the customer-projects. The position requires ability to run demonstrations and PoC (Proof of Concept) for equipment and Network Management System across DACH region (Germany, Austria and Switzerland), will require subsequent travels within the region.

Context:

- Collaboration with a multi-cultural / multi-site organization
- DWDM and OTN technologies
- Fast changing technical environment, constant need to keep up to date
- Country-dependent technical requirements, dependant on the development phase of the telecommunication infrastructure

Duties and responsibilities

- Customer facing Pre-Sales Technical Support to the Sales team for Transport technologies, including Network Management System
- Elaborate Network Solutions, Network Architecture and Network design and belonging quotes
- Constructs winning technical responses to RFIs and RFPs up to defense meetings
- Prepare slide deck and submit technical & sales presentations to Customer's technical audience up to CTO levels
- Ability to install, configure and run demonstrations with the equipment, support Customer in PoC (Proof of Concept) across DACH region

- Build intimate relationships with the Customer's Engineering and Network Operating Centers functions
- Provide training about Ekinops transmission technologies, solutions and portfolio to local Partners and Customer from Pre-Sales perspective
- Proposes compelling solutions to meet customers technical requirements, possibly exceeds expectations from embedded feature set
- Be a contributor to local Sales objectives achievements
- Manages the communication of special requirements, new products and features requested by Customer through internal Ekinops processes within Product Marketing / Management organization

Skills and profile

- Education level & general experience
 - Master of Science degree in telecommunication, engineering, computing or equal by experience
 - At least 5 years of similar technical Pre-Sales experience in Telecommunications/IT/Datacom sector
- Technical knowledge
 - In depth knowledge of DWDM and OTN technologies & Ethernet protocols, including network management system
 - Strong Telecom background in the context of Transport technologies, including Data Communication Network (DCN) for remote site monitoring
 - Experience in Open Optical Networking solutions, Netconf protocol / Yang datamodel, SDN Domain Orchestrator in the Transport layer is a plus
- Behavioural indicators
 - Can-do and ownership attitude
 - Listen to Customer needs, ability to set appropriate solution
 - Sales approach, ability to establish long-term Customer relationship with various functional and hierarchical groups (technical, marketing, management)
 - Autonomous in the ability to answer to Customer requirements within tight timescale
 - Ability to work in a team
 - Excellent communication / presentation skills (written and oral)
 - Entrepreneurial spirit with strong business development skills
 - Multi-lingual : German and English mandatory, French is a plus
 - Self-learning attitude
 - Prepared for travel up to 60%