



Sales Engineer MidWest

Empowering Networks: open, trusted and innovative network connectivity for telecom service providers and enterprises.

Today, over 120 international service providers, including numerous Tier 1 carriers around the world, trust our people and technologies to help them with their infrastructure and to deliver enterprise managed services to their enterprise customers around the world. Over 50% of our near 500 plus-strong team works in our multi-national R&D centers. Our company has a strong international background, with sales offices strategically located around the world. If you want to be part of creating cutting-edge world-class innovation in telecom solutions, come and check us out.

Location **US- Midwest**
Organization **Sales – North America**

Position Summary

The ideal Ekinops Sales Engineer is a technical advisor supporting the Ekinops Sales team. The Ekinops Sales Engineer works with Customers, Sales Directors and Product Line Management to evaluate customer opportunities to generate timely and accurate DWDM, OTN & Access layer proposals. The Ekinops Sales Engineer drives technology solutions, promotes Ekinops products, and delivers winning solutions to our customers. Sales Engineers must be able to clearly articulate the technical value of Ekinops Layer 1-3 solutions to customers and form strong relationships customers at all levels.

Essential Duties & Responsibilities

- Interpret, determine, and evaluate customer Optical and L2/3 Access requirements and provide a comprehensive solution exceeding customer expectations.
- Conceptualize and design complex, Layer 1-3 systems that provide industry-leading ROI for the customers.
- Clearly 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 DWDM, OTN, IP, and SDN technologies and solutions.
- Significant experience in Layers 1-3 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 Optical, Ethernet & IP Solutions.
- 10 years Systems Engineering or Sales Engineering experience.
- Bachelor's degree or equivalent experience.

Recruitment process

- Interview with our Sales Engineering Director
- Interview with our VP Sales NA
- Interview with HR Manager
- Meet the team

Package

- Entry level
- Medical plans, Disability and Life insurances
- 401k plan
- Vacation and sick leave days
- Homeworking

To apply

Ekinops endeavours to be an employer of choice. Our teams are dedicated, imaginative and astute. We strive to work together around our core values, which includes dynamism, empowerment and customer focus.

Send your application to hr@ekinops.com.