



Sales Engineer

Location: Canada

Organization Name: Sales – North America

Position Summary

The ideal Ekinops sales engineer is a technical advisor that supports Ekinops sales team. The Ekinops sales engineer works with Customers, Sales Directors and Product Line Management to evaluate and proposal of Ekinops Optical & Access layer solutions. 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 with all customer levels and teams.

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, Layer 1&2 Optical Solutions.
- 10 years Systems Engineering or Sales Engineering experience.
- Bachelor's degree or equivalent experience.