

## **TELECOMMUNICATIONS SALES ENGINEER JOB DESCRIPTION – Minnesota location – must reside in Minnesota**

A Telecommunications Sales Engineer provides technical expertise and support throughout the sales process, acting as a bridge between clients and sales teams to understand client needs and propose customized telecommunications solutions, such as voice, data, cloud, and network services.

### **Compensation**

The compensation will be salary of up to \$90K (based on experience) with potential for monthly, quarterly and annual bonuses for the achievement of the sales goals.

### **Key responsibilities**

Technical demonstrations, client presentations, proposal development, and assisting with solution implementation and product training. Strong technical, communication, and problem-solving skills are essential for success in this role.

### **Core Responsibilities**

Technical Expertise:

- Provide technical support to the sales team, acting as the primary technical contact for clients and prospects.
- Solution Design: Assess customer needs and design tailored telecommunications solutions, including network architecture and system specifications for services like WAN, SD-WAN, Ethernet, and voice/video over IP.
- Sales Support: Work with sales and business development teams on sales calls, prepare proposals, and conduct product demonstrations and presentations.
- Client Interaction: Consult with prospective and current clients, translate technical concepts into understandable terms, and handle technical questions
- Collaboration: Work with sales, marketing, and product development teams to ensure alignment on goals and address customer pain points effectively.
- Market Knowledge: Stay current with telecommunications and information technology trends, products, and services to offer competitive solutions.
- Review all the manufacturer's releases and provide training and documentation to Sales and support teams.
- Review new product opportunities and provide guidance to Executive team.

### **Key Skills & Qualifications**

Technical Skills:

- Proficiency in telecommunications concepts (voice, data, IP, network services), WAN design, SD-WAN, and related technologies.
- Communication: Ability to articulate complex technical ideas to non-technical audiences both orally and in writing.
- Problem-Solving: Strong ability to identify customer needs and develop effective technical solutions.
- Interpersonal Skills: Ability to build rapport, influence decision-makers, and work effectively in a team environment.
- Bachelor's degree in a relevant field or equivalent experience.
- Proven experience in pre-sales technical support or a similar engineering and sales role.
- Certified on Mitel technologies and current releases along with adjunct products.
- Certified on hosted offerings and current releases along with adjunct products.
- Proficient in Microsoft applications with emphasis on Visio and Excel.