

**US Signal Company
JOB DESCRIPTION**

Job Title: Sales Engineer

Job Status: Full time

Department: Sales

Location: Varies

Job Summary

This key team member will be responsible for providing proactive support to internal sales teams, channel partners and customers while driving US Signal revenue targets. The Sales Engineer is required to take ownership and responsibility for creating, positioning and articulating the strategy or solution proposed as well as its technical and commercial benefits to prospective/existing customers.

In addition to attaining the role of trusted technical advisor with Channel Partners and customer, this individual must also present and influence the customer perception of US Signal and our value proposition. The Sales Engineer is responsible for working well with all groups within US Signal to ensure pre-sales proposals and solutions are delivered to customers within agreed timeframes and meet customer expectations.

Functions/Responsibilities

- Provide technical assistance and training to Channel Sales and support organizations.
- Assess potential application of US Signal products or services and offer solutions that meet customer needs.
- Drive proposed customer designs through internal channels to ensure timely customer proposal delivery which may include assisting in packaging pricing of solution.
- Assist sales team with preparations of paperwork required for successful implementation of services sold with US Signal Project Management team.
- Deliver quality network designs and technical presentations to customer and partners.
- Maintain and apply current, in-depth technical knowledge of data network services.
- Provide timely response to functional and technical elements of RFIs/RFPs.

Competencies

- Thorough understanding of WAN Technologies including Carrier/Metro Ethernet, MPLS Layer 3 VPN, Internet access and Private Line services.
- Ability to communicate how solution will incorporate into the customer network.
- Identify and articulate key benefits to the customer.
- General knowledge of SONET services and Dense Wave Division Multiplexing.
- Excellent communication and organization skills.
- Strong attention to detail and accuracy.
- Ability to work well with all areas of the US Signal organization as well as external customers and vendors.
- Proficient with Word, Excel, PowerPoint, Visio.
- Ability and willingness to travel throughout sales territory.
- Other projects as assigned by US Signal management.

Experience/Education

- The desired candidate will possess 5 + years in telecommunication technical sales.
- Cisco CCNA certification desired.
- A BS/BA degree is a plus.