



Position:

Sales Engineer

Reports To:

General Manager - Utah

Location:

Salt Lake City, Utah

Status:

Full Time, Exempt

General Summary:

Primary responsibility is to assist the sales staff with technical sales activities with new and existing opportunities. The pre-sales Sales Engineer must possess in-depth, hands-on experience with leading edge industry L3/L2 products and services, competitors' products and services and can demonstrate solid networking skills to customers. The Sales Engineer will assist with understanding customers requirements, the design of comprehensive networking solutions, delivering sales presentations, presenting technical information about products and services, conducting product demonstrations, installation product evaluations, assisting in responding to RFP's and RFI's. The Sales Engineering role is a critical component to the sales team and is designed to display an in-depth knowledge about industry products and solutions.

Essential Job Functions:

- Position requires in-depth knowledge and understanding of transport, VOIP, storage, security, data, IP & Ethernet arenas, service provider industry and market economics.
- Key resource to daily interactions with existing customers.
- Support for Syringa Networks, LLC's member companies as needed.
- Primarily focused on significant and complex opportunities within Syringa Networks' service area.
- Works with the Sales team to provide post-sale customer care.
- Network capacity planning.
- Account Team functions include but are not limited to:
 - Security, VoIP, data, transport, IP, Ethernet and storage for account team;
 - Facilitator for technical customer call for IP, Ethernet and data services;
 - Technical assistance & presentation;
 - Customer presentation/seminar delivery;
 - Relationship building within technical organization of account;
 - On-Going Training/Education;
 - Works with sales channels to understand and contribute to account strategy.
- Provide support for increased revenue possibilities.
- Technical value proposition creation for account opportunities.
- Works with RFP managers to answer questions regarding costs, technical design options, configurations, etc.
- Assembly and creation of all responses related to technology and specific configuration.



- Participation in final review of finished RFP/RFI with management prior to submittal to customer.
- Remain knowledgeable and up-to-date on changes in the data services; industry standards; technology advancement.
 - Liaison to Network Manager for issues surrounding marketing, product development, competitive issues, technology deployment and partnership synergies.
 - Liaison with partnership channels for evaluation and execution of technology partnership programs.
 - Work with technical organizations within partners to formulate strategy for increased revenue.
 - Works with Engineering & Technology team to discuss market trends & understand technical evolution for Syringa Networks, LLC.
 - Works with Market Management to discuss product packaging feasibilities
 - Works with Marketing to provide market trend and data in order to assist product development efforts.
 - Other duties as assigned.

Knowledge, Skills, and Abilities:

- Proven experience in driving sales and revenue growth.
- Enjoys hunting for new business.
- A thorough knowledge of government contracts, procurement procedures, and avenues of penetration for telecommunications services acquisition.
- Have experience with high dollar sales and must have a record of meeting quota in each quarter.
- Advanced knowledge of sales strategies.
- Advanced customer service and relationship-building skills.
- Demonstrate strong written, oral and presentation skills with the ability to discuss highly technical concepts to a variety of audiences, including the management team.
- Advanced presentation skills utilizing the latest technology.
- High degree of initiative.
- Proficiency with PC based applications such as Word, PowerPoint and Excel.
- Complex or solution selling experience.

Education and Experience:

- Bachelor's degree or equivalent.
- Must have five years outside sales support experience.
- 3-5 years of outside sales/business development experience in telecommunications working with large, complex accounts requiring application development and technical design.
- Requires in-depth understanding of technology based services, products and networking.
- Technical knowledge in:
 - In-depth comprehension of DS-1, DS-3, SONET & Lambda based services.
 - In-depth comprehension of Ethernet, IP, MPLS and storage technologies.
 - In-depth understanding of routing, security and CoS/Qos technologies.
 - Familiarity with voice, SS7 and PSTN technologies.
 - Must possess excellent presentation and training skills.
 - Must possess excellent writing skills.
 - Certifications preferred (e.g. Cisco, Juniper, CISSP, etc.).



How to apply:

If you are qualified and interested in this position, please send your cover letter and resume to: resumes@syringanetworks.net or fax to (208) 229-6110 Attn: Human Resources

About Syringa Networks:

Syringa Networks specializes in custom network solutions for businesses, providing a wide range of networking services throughout the region. Delivered over a purpose-built self-healing fiber optic network, services are available at a range of speeds from T1 to OC-192 and Ethernet at data rates ranging from 1 Megabit (Mb) to 10 Gigabits (Gbs). The regional company also offers Dedicated Internet Access (DIA), MPLS, SONET, DWDM, ATM/Frame, Fiber-to-the-Tower, and Network Equipment sales.

Syringa Networks is a privately held Idaho corporation and is headquartered in Boise, Idaho, with additional offices in Idaho Falls, Idaho, and West Valley City, Utah.

This job description in no way states or implies that these are the only duties to be performed by the employee. He or she will be required to follow any other instructions and to perform any other duties requested by his or her supervisor. In accordance with the American with Disabilities Act, it is possible that requirements may be modified to reasonably accommodate disabled individuals. However, no accommodations will be made which may pose serious health or safety risks to the employee or others and which impose undue hardships on the organization. Furthermore, job descriptions are not intended as and do not create employment contracts. The organization maintains its status as an at-will employer. Employees can be terminated for any reason not prohibited by law.