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Sales Engineer

Octane Wireless, a leading communications equipment developer and manufacturer, is seeking an energetic, creative and detail-oriented Sales Engineer to support our sales efforts and provide our customers with antenna and RF-over-Fiber solutions to meet their needs. You will participate in technical sales, trade shows, and customer meetings.

Responsibilities

- Provide customers with pre- and post-sales technical support including answering technical questions, preparing offers, quotes, and proposals.
- Conduct in-depth demonstrations of products and services.
- Follow up with customer inquiries.
- Update customers with delivery status on existing orders
- Troubleshoot customer issues.
- Collect and analyze customer input, requirements, and provide feedback to the development team.
- Help drive future product development.
- Participate in trade shows and customer meetings.
- Create and prepare compelling sales literature of technologically complex products and services.
- Carry out training and support for the sales team.
- Curate and post technical sales content for websites as necessary.

Position Requirements

- BS in Electrical Engineering.
- Possess excellent oral and written communication skills.
- Must be a self-starter, motivated and able to work with minimum supervision.
- Goal oriented, and a team player with good interpersonal skills.
- Possess a strong work ethic.
- Willingness to travel to customer sites and tradeshow.
- Demonstrated ability to plan, organize, prioritize and finish tasks with attention to detail.
- Knowledge of wireless communication systems and RF signal propagation is a plus.
- US Citizen or US Permanent Resident.