



Alluvion Communications, Inc.

JOB TITLE: Sales Engineer

Reports To: Alluvion Manager

Department: Sales

FLSA Status: Exempt

JOB SUMMARY:

This position will play a key role in the growth and expansion of product offerings and services at Alluvion Communications. The Sales Engineer is primarily responsible for providing coaching and development to Account Executives, and providing technical support throughout the sales process. This includes designing and implementing complex data network solutions for Carrier and Enterprise customers.

As part of the sales team, this individual will be responsible for assisting in the preparation and delivery of sales presentations, acting as a subject matter expert in all product/service offerings, and driving the sales cycle to closure.

PRIMARY JOB RESPONSIBILITIES:

Sales Support

- Drive sales by providing technical sales support.
- Provide coaching to the Account Executives in the sale of Alluvion products and services to Carrier & Enterprise customers as well as government, education and medical institution customers.
- Drive sale closure to shorten the sales cycle and ensure sales goals and objectives are achieved.
- Play a key role in the preparation of Requests for Proposals, designing cost-effective solutions and solving prospect configuration challenges.
- Participate in the creation and delivery of high-level face-to-face sales presentations that demonstrate technical knowledge of the latest Alluvion products and services.

Solution Design

- Analyze customer requirements to understand how Alluvion products and services can be applied to meet their needs and solve their problems.
- Provide customers with solutions that meet their business applications, and ensure protected circuit design, disaster recovery applications, appropriate bandwidth for future growth, etc.
- Translate complex technical requirements into information that customers can understand.
- Keep abreast of the competitive landscape and emerging technologies in order to best position Alluvion in the marketplace.
- Respond to requests for bids and proposals by providing fully-documented technical solutions, with diagrams, that clearly outline all technical components of the solution.

Planning and Logistics

- On behalf of Account Executives, ensure completion of all appropriate paperwork, processes and systems in support of customer network design and contract completion.
- Set appropriate expectations for timeline and project completion.
- Provide regular project updates to internal customers (sales, engineering, technical operations).

General

- Adhere to all company standards and overall business professionalism.
- Demonstrate regular, consistent, and punctual attendance.
- Perform other duties as assigned.

SKILLS AND COMPETENCIES

- Experience developing and/or delivering technical training programs.
- Expert-level technical skills with LAN and WAN technologies required.
- Ability to create technical designs and diagrams of customer solutions.
- Strong technical presentation skills (development and delivery).
- Excellent project management skills.
- Excellent verbal and written communication skills, including the ability to explain technical concepts to laypersons in simple, understandable terms.
- Consistent focus on results and goal achievement.
- Proficiency in Microsoft Word and Excel.
- Strong teamwork skills.
- Ability to handle ambiguity, and anticipate and quickly react to changes in a fast-paced environment.

Preferred Additional Experience:

- Network design.
- MAN technologies and designs (including DS-x, OC-x, WDM, and Ethernet).
- Internet technologies, functionality, and services.
- Business continuity/disaster recovery concepts.
- Networking protocols (emphasis on Layers 1, 2, and 3).
- Familiarity with CPE (voice and data).
- Knowledge of a variety of transport and Ethernet equipment vendors and models.
- Data networking technologies, functionality, and services (LAN, MAN, WAN, VPN).
- High-level understanding of Fiber Optic network design and implementation.

EDUCATION AND EXPERIENCE

- Bachelor's degree in computer science, engineering, or related field.
- Minimum of five years' experience in technical sales engineering/support role(s) within the telecommunications industry (ideally ISP, CLEC, ILEC, VAR, or MSO).

Note: Any equivalent combination of education, training, and experience that would enable the applicant to satisfactorily perform and meet the duties required of the position may be considered in meeting the stated minimum requirements.

ESSENTIAL JOB FUNCTIONS

The physical demands are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Must be able to use hands, to sit, lift up to 20 lbs., stoop, bend, reach with hands/arms.
- Must be able to sit for extended periods of time.
- Requires the ability to speak, read, write, see, and hear to perform essential duties of the job. Must communicate clearly in English.
- Must be able to perform and complete multiple tasks.

ADDITIONAL REQUIREMENTS

- Will be asked to provide 39 months driving record. Position requires insurability under Alluvion insurer requirements.
- Will be required to pass a pre-employment drug test and background check.

As a matter of Company policy, all employment is on an at-will basis, meaning that employment shall last for so long as mutually agreeable. Either the employee or the Company may terminate the employment at any time with or without cause.

Preference in filling vacancies is given to qualified enrolled Gila River Community Members, other Indians, and non-Indian spouses of officially enrolled Community members in accordance with Tribal Employment Rights Office (T.E.R.O.) Ordinance (No. GR-02-09, Gila River Indian Community).

Alluvion Communications, Inc. is an Equal Opportunity/Affirmative Action Employer, subject to Indian Hiring Preference.

Interested applicants should reach out to humanresources@gilarivertel.com for next steps.