



### **Sr. Sales Engineer**

As an experienced Sales Engineer with Mavenir Systems, the primary responsibilities are to support the sales process by developing technical solutions, business cases and accompanying professional services that solve customer business challenges and needs. Assist sales team by providing customer presentations, customer network analysis and network design and optimization recommendations etc.

### **Key Job Responsibilities:**

- Develop/architect and document comprehensive technical solutions for proposals (Solutions pricing tool creation and verification, RFPs, Presentations, SOWs, Project Implementation Plans, etc.).
- Provide and support PLM, Marketing and Engineering team by providing feedback received from customer, enhance the product capability and features as well as competitive information.
- Review technical solutions ensuring the completeness of the solution (e.g., is it technically sound, does the solution match against customer requirements, risk assessments, cost).
- Technology changes at a fast pace, so self guided continuing education and an ability to quickly gain competence in emerging technologies is paramount to continued success.

### **Specific Skills/Experience Required:**

- At least 7-10 years of experience in end-to-end Wireless Telecommunication technology, mainly core technology, call control and bearer communications.
- Extensive knowledge of the various network communication protocols: GSM, UMTS, CDMA, IMS, SIP, UMA solutions.
- Complete understanding of operator networks and business challenges, Voice and messaging Applications, (including System Features and Functions) and how they are facilitated, engineered, and supported seamlessly.
- System capacity, traffic modeling and tool creation
- Pricing model and tool creation
- IP technology with emphasis in systems/solution design and integration
- Strong communications skills; verbal, written and presentation

Minimum B.Sc. in engineering discipline, such as Electrical Eng., Computer Eng. etc.