



ECI Telecom

ECI is a global provider of ELASTIC network solutions to CSPs, critical infrastructures as well as data center operators. Along with its long-standing, industry-proven packet-optical transport, ECI offers a variety of SDN/NFV applications, end-to-end network management, a comprehensive cybersecurity solution and a range of professional services. ECI's ELASTIC solutions ensure open, future-proof and secure communications.

For our team in Oberursel (Frankfurt/Main area) we are looking for a

Sales Engineer / Pre-Sales Consultant (m/f) Telecommunications

Your tasks:

- Understanding the needs of potential customers from the technological standpoint
- Analyzing the ability to meet the needs of potential customers on the basis of our products and our business partners, putting together price quotes and solution descriptions
- Presenting and selling the proposed technological solutions to the customer as part of the sales process with the assistance of the Account Manager handling the deal
- Providing professional training and mentoring for partners
- Creating and retaining positive ongoing relationships with our customers & partners

Your qualification:

- Academic education in the area of Electronics / Communications
- At least 3 years of Sales Engineering experience while working for one of the main telecommunication vendors
- Mandatory: Deep understanding and familiarity of optical networks, experience in optical networks design, including meshed networks with multi degree ROADM sites.
- Advantageous: Knowledge and understanding in data networking: Layer 2 services, MPLS-TP, IP-MPLS
- Good communication & presentation skills
- Sales orientation

- High customer orientation
- Languages: fluent German & English
- Willingness to travel within DACH (Germany, Switzerland, and Austria) and working at the customer's sites when needed

We offer a diversified workplace with a highly motivated team and a very good working atmosphere. If you are self-motivated with a high customer focus and a can-do attitude then join us.

Would you like to find out more?

We look forward to receiving your application, including your salary expectations and the earliest possible start date via e-mail to **eci.B6.803@applynow.io**

You may find further information about ECI on our website: **<http://www.ecitele.com>**