Systems Engineer 2

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Company: Infinera

Location: Argentina

Category: computer-and-mathematical

Infinera is hiring an optical pre-sales (SE II)**Systems Engineer II** to address requirements for the Latin America Region, with focus on optical transmission technologies (DWDM/OTN/Packet Optical Transmission – L2, L2.5). The SE shall be a self-starting individual with strong ambition on customer engagement and business acumen skills and eager to develop leading technical solutions in a competitive environment for the assigned customer accounts.

Location: Buenos Aires, Argentina

Who are we?

Infinera has a long history of challenging conventional thinking, bending the laws of science, and continually reimagining telecommunication networks. We're enabling our customers to usher in new services and applications that improve how people communicate with our innovative vertically integrated, open, modular solutions.

Who are you?

You are aiming to be an all-knowing out-of-the-box photon throwing optical ninja guru! Passionate for cutting edge-technologies and next generation transmission networking. You are self-driven with a positive outlook and comfortable in dealing with senior company executives under fast-pace environment. You are reliable and determined with excellent communication skills; able to see things from another person's perspective while providing insight and technical guidance.

What would you be doing?

The SE is the primary technical resource for the regional Sales Directors. He/she is responsible for actively driving and managing the technology proposition and evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for the Infinera product portfolio. The Systems Engineer must be able to articulate technology and product positioning to both business commercial and technical customers, he must be able to design, offer and position products/solution/networks in all technical aspects. Further, he must be able to establish and maintain strong relationships throughout the sales cycle including maintaining senior level relationships.

Key responsibilities and accountabilities:

Responsible for the development and delivery of technical product presentations / demonstrations

Managing and interpreting customer requirements - speaking with customers to understand, anticipate and meet their needs

Articulating to customers that a product or design solution best satisfies their requirements in terms of reliability, scalability, price and delivery

Co-ordinate and drive all first of type applications and Lab Trials with customers, managing technical demonstrations and lab trials

Supporting marketing activities by attending trade shows, conferences and other marketing events

Able to respond to functional and technical elements of RFIs/RFPs

Able to convey customer feature requirements to corporate Product Line Management teams

Able to frequently travel throughout the sales region

Develop and grow long-term relationships with customers and influence customer requirements

Plan, design and document network solutions

Producing customer orderable quotations

Provide after-sales support, such as extension design, technical project documentation

Liaising with other members of the sales team and other technical experts

Providing training and producing support material for other members of the sales team

Specific Job Skills:

Strong background and experience in a telecommunications environment

Knowledge in Optical transmission networks and the related technologies, such as DWDM, OTN

Ambitious to develop skills in network planning and design

Interested in Software architectures (Network Management and Control, SDN concepts and architectures)

Presentation skills for both technical and non-technical audiences

Possess a strong ability to move concepts through the design cycle including solution development and cost modeling

An articulate communicator, with excellent writing and social skills

An analytical person to provide appropriate solutions to whichever tasks are presented

Strong willingness to work in a team environment

Qualifications and Experience:

-Bilingual (English/Spanish)
-Preference for individuals with BS/MS degrees in Engineering subjects, however candidates with demonstrable technical depth will also be considered.

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