



Sales Support Engineer – Latin America & Caribbean

Employment Type:	Full-Time Regular
Required Experience:	15 years overall
Required Education:	B.S. Electrical Engineering/Electronic Engineering
Department Name:	Latin America & Caribbean Sales
Reporting to:	VP Latin America & Caribbean Sales
Working Location:	DC area preferred, will consider other main hubs or in-country
Travel Required:	Yes
Re-location provided:	No

Company Description

O3b Networks will offer a variety of Tier 1 and 2 satellite communications services to Telecom Operators, Satellite Operators, Cable Operators, Internet Service Providers, Wimax and Mobile operators within its global footprint, primarily servicing emerging nations. The company has offices in Jersey, Channel Islands; Denver, Colorado; and, most recently, Dubai, UAE. For further information, please visit www.o3bnetworks.com

Responsibilities

The Systems Architect will act as a primary technical point of contact for prospective and existing customers. The successful candidate will be an integral member of the Regional Latin America & Caribbean sales team, providing support in all technical aspects of developing and implementing technical solutions for customers' service requirements. In addition, they will interface into the Ground Systems and Space Systems group within O3b and be required to assist them in tasks on a regular basis. Other specific responsibilities include:

- Performing pre-qualification technical due diligence of opportunities, bid/no bid technical recommendations, optimised systems design and analysis, equipment recommendations, link budget analysis, technical proposal preparation and customer presentations.
 - Providing support for the development of technical analysis tools.
 - Tracking and understanding new network technologies, products and satellite network applications, and understanding their use in O3b's service offerings.
 - Analysing customer requirements and providing both technical feedback and tailored solutions to meet customer needs.
 - Representing O3b at trade shows and serving as the main technical focal point.
 - Working closely with Tier 1 and Tier 2 equipment vendors and teleport vendors to ensure that the latest knowledge is realised.
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Experience and qualifications

The successful candidate must have a Bachelors Degree in engineering, telecommunications or satellites. A Master's Degree is a plus. They will also need a minimum of two to three years' relevant sales engineering experience. In addition, they will need a strong knowledge of satellite transmission analysis and optimization; Radio Frequency (RF) techniques; terrestrial circuit provision to support video, data, and IP connectivity; and data IP networks and IP platforms. Knowledge of VSAT network systems and their use for broadband IP access services and private network services for voice and data is desirable. Successful candidates must also have strong interpersonal, presentation and sales proposal skills; and an ability to work effectively in teams and flourish in a multicultural environment. They must be willing to travel internationally and meet directly with clients. Excellent written and verbal communication skills in Spanish and English are essential. Additional languages are a positive.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

For further details contact our recruitment consultants ICP Search : Ben Swanton (Ben@icpsearch.com) or +44 (0) 1273 87 22 68