



JOB DESCRIPTION

Job Title

Senior Sales Engineer

Reporting Manager

Director, Technical Sales

Enea Openwave provides Mobile Operators with 5G-ready products for the mobile core. Our Traffic Management Solutions alleviate RAN congestion, accelerate video delivery, and maximize subscriber QoE. Our 5G Core Solutions provide a common data layer to unify subscriber data. Enea Openwave has deployed its solutions in 8 out of the 10 largest multi-territory mobile operator groups in the world. The Company is based in Sweden with Global presence and main offices in major Americas, EMEA and APAC locations.

Description:

To strengthen our field teams, we are looking for Senior Sales Engineer for our Traffic Management and Subscriber Data Management portfolio. This is a hands-on, customer-facing role where the successful candidate will be part of a strong technical team delivering high quality services to major Mobile Carriers and Broadband providers. The candidate will report directly to the Director of Technical Sales, however, the role will split the time between post sales (professional services) and pre sales with the emphasis on the post sales.

Essential Job Functions

- Build/maintain status as a technical expert on one or more Enea Openwave products in the wireless 4G/5G domain.
- Lead product demonstrations and hands on execution of proof of concepts and lab/productions deployments of Enea products at customer sites.
- Work independently on project deliverables for one or more projects within their respective timelines.
- Identify problems in customer environments and serve as a single point of contact for resolution.
- Share knowledge & field experience with other members of the Enea Sales / Services / Support organizations.
- Collaborate with a cross-functional teams (Product Management, Engineering, Support) to communicate issues and improve product quality.
- Assist sales in developing, along with the customer, technical requirements and product criteria that will deliver the best solution to the customer and favorably differentiate Enea.
- Continuously expand understanding of wireless networks (especially Core and RAN), video protocols and delivery, IP and CDN technologies, subscriber data management, NFV/Cloud through personal study and periodic training.

Deliverables:

- Document installation procedures for deploying Enea Openwave products in a variety of customer environments, aligning with local security policies & product requirements.

- Develop & execute test plans within a pre-defined scope, and document the results.
- Develop scripts to automate manual tasks to improve efficiency of project delivery.
- Create & maintain customer-specific architecture documents for Enea Openwave products.
- Develop technical presentations & proposals; present them to internal or customer-facing audiences.

Requirements (Work Experience and Technical Knowledge):

- 7+ years of industry experience in technology pre-sales, sales engineering or professional services consulting.
- Undergraduate or graduate degree in engineering/technology, preferably in Computer Science, Telecommunications or Information Systems.
- Experience with 5G/4G wireless Core, including relevant 3GPP specifications & call flows.
- Expert-level knowledge of Linux OS - installation, troubleshooting, general use.
- Strong scripting ability with one or both of the following: Python, Bash, Perl.
- Strong working knowledge of cloud-based containerization, virtualization, and orchestration technologies (eg, Kubernetes, OpenShift, Openstack, Docker).
- Strong working knowledge of databases and database technology (eg, data warehousing, distributed databases).
- Strong domain knowledge in L2/L3 Networking; deep understanding of the TCP and UDP protocols.
- Knowledge of data network protocols such as HTTP, HTTP2, HTTPS, QUIC, LDAP, Diameter, RADIUS, DNS etc.
- Strong analytical/troubleshooting skills; able to define, run, collect, analyze, and report results/outputs.
- Strong understanding of packet capture/analysis (control & data packets).

Soft Skills

- Strong written and verbal communication skills
- Analytical and problem-solving capabilities
- Positive, service-oriented personality
- Self-starter (works well with limited guidance), with high energy and a strong sense of urgency..
- Must be a team player

Desirable Skills:

- Experience with one or more infrastructure-as-a-service platforms (eg, Amazon AWS, Microsoft Azure, Google Cloud)

Location

- Remote work but located in the following area:
 - Greater Toronto Area, Ontario, Canada

Apply

- Please forward an updated resumé in English detailing how you meet the criteria for this role to:
info@owmobility.com
- also see <https://owmobility.com/careers/>