



## Senior Systems Engineer

**Location: USA, South East Region, Atlanta**

**Contract: Full time**

**Department: Sales**

### Job Context

For over 20 years, Ekinops has been driving innovation in network systems. We provide solutions focused on the needs of communication service providers and enterprises worldwide. We provide **open, trusted** and **innovative network connectivity** and enable our **customers' success** by delivering **high value-added** software-driven solutions. Today, over 120 international service providers, including numerous Tier 1 carriers around the world, trust our people and technologies. Over 50% of our 500+ strong team works in our multi-national Agile R&D centers. Our company has a strong international background, with sales offices strategically located around the world.

### Duties and Responsibilities

Senior Systems Engineer is a technical advisor that supports Ekinops sales in North America. Works with Customers, Sales Directors and Product Line Management to evaluate and propose Layer 1 optical transport solutions exceeding the customers expectations and enhancing the customers ROI. The Senior Systems Engineer is key in driving technology solutions, promoting Ekinops products, and delivering winning solutions to customers. Must be able to articulate the technical value of solutions and form strong relationships with customer engineering and management teams.

- Interpret, determine, and evaluate customer transport requirements to provide the best solution.
- Conceptualize and design complex, layer 1 systems that provide industry leading ROI for the customer base
- Present and whiteboard technical ideas and solutions to customers.
- Provide cost and comparative analysis of products and solutions.
- Advocate Ekinops products and solutions to technical and non-technical customers.
- Provide product demonstrations to customers.
- Serve as a liaison between sales and other internal technical organizations.
- Provide technical leadership for RFI's/RFP's.
- Provide post-sales support services to customers.

## Profile and skills

- Superior technical & working knowledge and Optical background to include all fundamental blocks in DWDM, CDGC, Multicast Optical switches, CDG-C.
- Layer 2 & Layer 3 expertise is RSTP, OSPF, IS-IS and BGP.
- Linux Systems Administration
- Significant experience in Layer 1-3 solutions concepts, planning and design. Must be able work with all levels of a project beginning with initial customer introductions, generating & quoting accurate, industry leading technical solutions, and clearly articulating the winning solution to all levels inside the customer base to secure Ekinops' position.
- Confident, experienced presenter possessing the ability to clearly articulate technical ideas and concepts to technical and non-technical audiences.
- Possess the ability to turn ideas and concepts into viable customer solutions.
- Broad market knowledge is required, as is an understanding of competitor solutions, ability to anticipate emerging competitor technologies and trends.
- Strong skills in Microsoft PowerPoint, Visio, Excel, and Word.
- Strong business acumen in planning and organizing, information integration, decision-making and ability to achieve results while focusing on customer requirements and business success.

## Education/ Experience

- Requires a minimum of 5 years designing complex, Layer 1, 2 & 3 Solutions. Strongest focus is on Optical Solutions.
- 5 years Systems Engineering or Sales Engineering experience.
- BSEE and / or equivalent experience is required.

## Package

- Fix + commissions
- Medical plans
- Life insurance
- 401k

## To apply

Ekinops endeavours to be an employer of choice. Our teams are dedicated, imaginative and astute. We strive to work together around our core values, which includes dynamism, empowerment and customer focus.

Send your application using our online application form on <https://www.ekinops.com/careers/opportunities>