



### **Sales Engineer – Dallas, Houston, Atlanta or Charlotte Area Only**

Airwavz Solutions is a leading wireless infrastructure company that designs, develops and delivers wireless infrastructure platforms as a service for building owners, service providers and enterprise customers to flexibly and economically solve the coverage and capacity challenge created by the explosion of mobile device use indoors.

We are seeking a technical sales engineering professional to join our fast-paced team and support the aggressive growth of Airwavz Solutions' products and services in the commercial real estate space.

#### **POSITION SUMMARY:**

Working with the Regional General Manager the Sales Engineer provides strategic sales support using extensive skills in delivering technical consultation, planning, design and implementation solutions to ensure successful customer integration and implementation of established company networks and products.

#### **RESPONSIBILITIES:**

- Represent Airwavz on customer appointments as the subject matter expert for hosted in-building wireless technologies and applications.
- Conduct sales and account management training on Airwavz competitive product advantage.
- Support direct, indirect and account management sales channels by providing in-building design expertise in all phases of the design cycle.
- Prepare all technical paperwork to engineering team for system design requirements.
- Create tailor-made Visio drawings and/or PowerPoint presentations in support of the Regional General Manager's team
- Develop and maintain relationships with OEM manufacturers and other vendors to find new and appropriate solutions for new and existing customers.
- Ability to perform system audits and/or routine maintenance on existing systems
- Knowledgeable in trouble shooting as well as ability to follow issue tree for problem assessment
- Performance of other related duties will be required.



**QUALIFICATIONS:**

- Four-year degree in Technology/Engineering or in a related field; or 2-5 years professional level technical/engineering experience required.
- Valid driver's license and reliable transportation
- Multi-state travel is required
- Excellent verbal and written communication skills
- Must possess and demonstrate excellent customer service skills
- Proficiency with Internet and Microsoft Office applications to include, but not limited to: Word and Excel
- Must be detail oriented with good organizational and time management skills
- Ability to multi task effectively
- Must be analytical and have proven problem-solving abilities
- Must have effective interpersonal skills to interact successfully with customers, management and team members to ensure customer satisfaction
- Must be able to prioritize and re-prioritize as needed in a fast-paced working environment, especially when dealing with time sensitive issues and mandated deadlines
- Must successfully pass pre-employment background check & drug screening

We are seeking candidates in the Dallas, Houston, Atlanta or Charlotte area only. Please submit all inquiries to [careers@airwavz.com](mailto:careers@airwavz.com).