Position: Sales Engineer EMEA

Location: Dublin, Ireland
Travel requirement: 60%

Asavie Technologies sales team is a constantly evolving, success orientated and dynamic group – we are in it to win it. Our class leading suite of products are offered through partner channels where we are known for our can do attitude and our extra mile approach to delivering on our promises.

Is this role for you?

- Technical networking experience
- Proven commercial awareness
- Self-starter with a drive to succeed both individually and part of an energetic team
- Organized individual who can deal with multiple business demands and deliver on time
- Comfortable traveling regularly
- Proud of personal integrity

In short – we want great people!

RESPONSIBILITIES

- Technical point of contact for established regional sales team
- Address technical objections during the sales process
- Deliver in person and web based technical and sales training sessions
- Be a customer advocate
- Meet and drive to exceed revenue targets
- Act as a pre-sales technical resource to partner sales representatives
- Engage and coordinate support team for trials and deployments
- Participate in product development strategy
- Document end to end enterprise solution design and architectures

REQUIREMENTS

- Exceptional communication skills
- Ability to present to large groups in a concise, measured and confident manner
- Quickly learn the underlying systems that drive Asavie Technologies cloud services
- 5+ Years relevant work experience in sales engineer/solutions architect role for IP based networking products
- Demonstrated knowledge and passion for mobile communication
- Previous experience working for a wireless carrier or Software-as-a-Service (SaaS) provider is very desirable

Practical experience or very strong knowledge in one or more of the following:

- LAN/WAN network topologies. CCNA certification is desirable
- LTE/3G/GPRS wireless data technologies
- Virtual private networks
- Network security
- Mobile device management
- High energy, team player who motivates and excites others
- Keen traveller, jump on a plane, go there and make it happen
- Customer focused to the extreme
- 4-year degree desirable

About Asavie

Asavie is the world's leading developer and provider of cloud-delivered, secure connectivity services to mobile Carriers. Asavie's unique Software-as-a-Service (SaaS) connectivity solution delivers seamless connectivity to the Carrier's customer, regardless of network, technology and locations. This market is poised to grow from zero to almost a billion dollars per year in the next 5-10 years. Asavie has developed world-class products over the past few years and has now reached significant sales and strong profitability.

How to Apply

If you think you have what it takes to really make a contribution in our company then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.