



Radiant Communications is a leading provider of cloud hosting, managed network and voice solutions for medium-size enterprises. Leveraging the largest Internet footprint across Canada, Radiant offers a comprehensive portfolio of reliable, secure and scalable IT infrastructure services, simplified under a single point of contact.

For over 17 years, many of Canada's most recognized brand names have been relying on Radiant to support their mission-critical business operations.

## **Sales Engineer**

Location: Vancouver

Radiant Communications is a leading provider of managed network and cloud hosting solutions for medium-size enterprises. Leveraging one of the largest Internet footprints across Canada, Radiant offers a comprehensive portfolio of reliable, secure and scalable IT infrastructure services, simplified under a single point of contact. For over 16 years, many of Canada's most recognized brand names have been relying on Radiant to support their mission-critical business operations. Please visit [www.radiant.net](http://www.radiant.net) to see some of the household brands that rely on Radiant.

### **Position Summary**

Radiant is seeking to expand our sales team with an experienced and professional Sales Engineer to partner with our Account Executives in a pre-sales technical role, showcasing Radiant product solutions. In this role you will be setting up demonstrations and explaining features and benefits to customers and designing and configuring products to meet specific customer needs. In addition to technological aptitude, and the ability to learn quickly and stay current, the ideal candidate's interpersonal, presentation and troubleshooting skills should evoke passion and confidence.

In this key sales role, you will share direct customer account responsibilities for selected accounts in an assigned territory. You are a lifelong learner and are passionate about staying up-to-date on relevant competitive solutions, products and services.

### **Responsibilities**

- Senior Leadership involvement within Radiant's Technology and Sales teams to enhance and promote the Radiant network
- Partner closely with both the EVP & CTO and EVP of Sales and customer Service
- Provide technical and sales support for accounts in assigned territory
- Perform technical presentations for customers, partners and prospects



- Assist with the development of formal sales plans and proposals for assigned opportunities
- Actively participate as a specialist on Sales Team and provide consultative support in your area of specialization to other Sales Engineers
- Nurture relationships with existing and prospective client accounts at all levels of management
- Identify priorities, issues, and challenges and develop solutions to achieve results
- Work cooperatively and effectively with fellow sales team members and Radiant clients
- Follow up to ensure customer success

### **Skills and Experience Required**

- Experience as a Pre-Sales Engineer in a technical environment required
- BS/BA (EE/CS) or equivalent degree is preferred and a CCNP and/or CCIE certification is highly desirable
- Must have in-depth knowledge and strong operating experience in at least one of the following areas of specialization: Data Center (Switching, UCS, Compute) or Borderless Networks (Campus, WAN, Security and/or Wireless)
- Demonstrated combination of creative, technical and analytical skills that have provided innovative and flexible solutions for prior customers
- Goal oriented, with a proven history of meeting or exceeding sales and other personal and professional goals
- Proficiency in MS Word, MS Visio, Excel and CRM software coupled with the ability to write high quality winning sales proposals
- Competitive knowledge including solution, technology and product offerings
- Excellent written and verbal communication, listening, negotiation and presentation skills
- Demonstrated technical knowledge and consultative skills
- Excellent verbal and written communication skills and a passion to create win-win situations for partners and clients
- Ability to thrive in a challenging, demanding and rapidly changing environment without close supervision
- Ability to build trust with others and demonstrate high level of professionalism and integrity
- Ability to create and maintain an effective and collaborative team environment where you add value as a team member and assume a leadership role on the team

Are you the perfect fit for our organization? If you are interested in applying for this opportunity, please forward your resume and cover letter to [HR@Radiant.net](mailto:HR@Radiant.net).