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## **RF/Antenna Sales Engineer**

Octane Wireless, a leading antenna and RF-over-Fiber equipment developer and manufacturer, is seeking an energetic, creative and detail-oriented Sales Engineer to support our sales efforts and provide our customers with antenna and RF-over-Fiber solutions to meet their needs. You will participate in technical sales, trade shows, and customer meetings. Key success factors in this role include the identification, development, and closure of new business and fulfillment of existing business.

### **Responsibilities**

- Provide customers with pre- and post-sales technical support including answering technical questions, preparing offers, quotes, and proposals.
- Conduct in-depth demonstrations of products and services.
- Follow up with customer inquiries.
- Troubleshoot customer issues.
- Collect and analyze customer input, requirements, and provide feedback to the product development team.
- Help drive future product development.
- Participate in trade shows and customer meetings.
- Create and prepare compelling sales literature of technologically complex products and services.
- Carry out training and support for the sales team.
- Curate and post technical sales content for websites as necessary.

### **Position Requirements**

- BS in engineering, math, science, or business.
- Possess excellent oral and written communication skills.
- Must be a self-starter, motivated and able to work with minimum supervision.
- Goal oriented, and a team player with good interpersonal skills.
- Possess a strong work ethic.
- Willingness to travel to customer sites and tradeshow.
- Demonstrated ability to plan, organize, prioritize and finish tasks with attention to detail.
- Knowledge of wireless communication systems and RF signal propagation is a plus.
- US Citizen or US Permanent Resident.