

Position:	Pre-Sales Engineer with Spanish
Job Description:	<p>The Pre-Sales Engineer is required to work closely with Worldwide Sales/Pre-Sales teams and support various back-office tasks for our Global Sales teams, mainly in Spanish speaking countries. These include cost-efficient BoM (Bill of Material) creation and BoM review, RFP/RFI (Request for Proposals/Info) responses and network planning for offered transmission solution.</p> <p>Pre-Sales Engineer goals and objectives:</p> <ul style="list-style-type: none"> ● Commitment to company & project goals ● Makes decision based on accurate data ● Push for product offering based on sales guidelines and maximize profit ● Excellent customer (internal/external) relationship ● Choose the optimal solution considering customer requirements, available portfolio and market trend stressing our solution value from customer perspective ● Respond at customer Request For Proposal/Info showing “Out of the Box” way of thinking in order to meet customer requirement while maximizing Ceragon’s chances to win ● Prepare transmission network design (network architecture, link budget estimation, frequency planning, interference calculations, etc) ● Create error free BOM’s for offered microwave systems ● Demonstrating creativity & innovation in generating cost-effective winning solutions ● Adhere to sales guidelines for product selection and escalate as needed ● Accept managerial authority and acts upon it ● Maintains high level of working ethics

	<ul style="list-style-type: none"> ● Works according to company procedures ● Team player ● Collaboration & cooperation with: <ul style="list-style-type: none"> ○ Other HQ Pre-Sales Engineers (Romania, Slovakia, Israel and anywhere else). ○ Regional Sales People and Sales Engineers worldwide ● Keep productive working relationships with interfaces within the company ● Keep SLA for turnaround time getting back to Regional Sales Engineers
<p>Job Requirements:</p>	<p>The ideal candidate has the following:</p> <p>Must:</p> <ul style="list-style-type: none"> ● BSc/BA Telecommunications/Computer Science or equivalent ● 2+ years exposure to or experience in Pre-Sales / Product Management / System Engineering or Network Engineering in the field of wireless and/or packet ● Technical background: Telecommunications & Microwave radios ● Excellent English and Spanish communication (verbal and written) ● Team oriented, loyal with positive attitude ● Excellent work ethics <p>Advantage:</p> <ul style="list-style-type: none"> ● Some level of Portuguese language ● Experience in wireless communication/networking market ● RF path design, Carrier Ethernet, Traffic Engineering ● Experience in working across multiple teams globally <p>We are looking for candidates with excellent communication skills, willing to work in a challenging environment, who are highly motivated and a team player.</p>
