



**Position:** Senior Sales Engineer

**Job Location:** Toronto Area

**Department:** Sales, Americas

**Reports To:** Sales Engineering Manager, Americas

## Summary

Opengear is a rapidly growing, global supplier of sophisticated data center, network and remote site management products. Our customers include large technology and Fortune 100 companies. We are the leading supplier of out-of-band solutions for IT infrastructure management and are actively exploring new solutions for hyper scale data center deployment and management.

We are expanding our Sales team in Canada and are looking for an experienced Senior Sales Engineer. If you are a team player, work with urgency and put the customer first then this is a great opportunity for you to join a world-class sales team.

## Primary Responsibilities

- Present interactive demos specifically tailored to customer requirements
- Take active ownership throughout all phases of POCs
- Act as a trusted advisor and SME for customers during all stages of the sales cycle and beyond
- Work collaboratively with sales, product management and global engineering to represent custom needs and feature requests
- Conduct technical research to resolve technical issues and identify possible solutions to existing Networking Management challenges
- Participate in all aspects of the sales process including tradeshow and presentations

## Requirements/Qualifications

- Minimum 5 years IT solution-based sales engineering experience
- Working knowledge of network principles and network management best practices
- Experience selling to the network group
- Working knowledge of NetOps components and scripting including Python, ZTP, Ansible, Bash scripts and Docker
- Excellent communication and interpersonal skills
- Ability to perform technical demonstrations to groups of all sizes
- Extensive hands on experience with IT infrastructure technologies such as Cisco, Juniper, Arista, Cradlepoint, F5, Riverbed, and more. Certifications a plus.
- Experience in cellular technologies. Carrier experience a plus
- Experience with Linux and open source systems
- BS Degree or equivalent experience