



**Sales Engineer**  
**Woodstock, ON**  
**Full-time, permanent (1)**

*You deserve an awesome career! At Execulink, you'll join a team of talented individuals supported by an organization committed to fostering your career development and growth. As we rapidly grow, we continue our unwavering commitment to live and breathe our Vision, Mission and Values. While enhancing life at home work and play, we continue to grow our team with innovative individuals who are as excited about creating an awesome experience for our customers as we are!*

**Are you an experienced Technical Engineer who...**

*Has an inquisitive mindset and a passion for technology?*

*Enjoys learning all about new technical trends and how they function?*

*Is looking to work with an established but growing organization with an excellent corporate culture?*

**About This Opportunity**

The Sales Engineer is the customer-facing subject matter expert for Execulink's voice, data and hosted service offering to the business community we serve. They build and maintain relationships with other service provider partners and vendors to provide a wide portfolio of tools to create solutions for customers. The unique ability to comprehend and address corporate market requirements across a wide spectrum of roles, spanning varying levels of technical understanding, is paramount to their success. They serve as a technical liaison for multiple departments from pre-sales to post-sales and develop powerful sales enablement collateral for our Business Sales Agents.

**Position Details:**

- Office located in Woodstock with the ability to work remotely
- Potential for required visits to client's office throughout the day
- Regular hours Monday to Friday from 8:30 A.M. to 5:00 P.M.

**Duties Include, but are not Limited to:**

- Your primary function is to act as the technical resource and Subject Matter Expert for our Business Sales Team assisting them with product and solution recommendations to align the interests of our customers with the interests of Execulink
- In 30 days you will be introduced to core day-to-day functions of a Sales Engineer such approving business quotes checking to ensure they are functionally correct,

collaborating with team members, and responding to tasks and/or inquiries requiring your technical expertise

- Within 60 days you will be capable of supporting the Business Sales Team with professional, technical presentations that address an audience of various members representing the customer's team ranging from leadership to front-line staff
- Critical to this role is the ability to create and maintain technical documentation and SOPs related to the Business Sales Team and represent those documents as the Subject Matter Expert and within 90 days you should be well on your way to creating your first SOP as a Sales Engineer
- You will be accountable for the design of our solution offerings resulting in successful implementations by creating Network Diagrams (NWD) and Scopes of Work (SoW)
- After 120 days as a Sales Engineer you will identify gaps in our portfolio offerings through customer and community engagement while collaborating with our Product Specialists to determine our market viability
- You will be relied upon by accompanying Sales Agents to customer locations as needed as a solutions expert from time to time.
- Any other duties as may be assigned from time to time

#### **What You Offer:**

- Must have a passion for technology and the inquisitive mindset to continually expand your technical knowledge through independent self-study and interaction with colleagues
- Experience coordinating technical projects and working across multiple departments and key stakeholders
- Excellent interpersonal skills and a professional demeanor in interacting with internal and external customers
- Must be independently driven to complete action items and motivate members to a common goal
- Must be able to write technical content purposefully to achieve strategic outcomes at an adept level while addressing team members and stakeholders with varying technical understanding

#### **What We Offer**

- Competitive base salary
- Full benefits package including medical, dental, vision, retirement savings, health & wellness program, employee discount plan, tuition reimbursement program & interest free computer loans!
- A rewarding, challenging, and fun place to work, and all of the benefits that go along with it!



### **How to Apply**

In your cover letter tell us why you think you would excel as a member of our team!

**Submit your cover letter and resume in confidence to**

**[buildyourcareer@execulinktelecom.ca](mailto:buildyourcareer@execulinktelecom.ca) no later than 4:00 PM, Friday April 19, 2024.**

### **About Us**

At Execulink Telecom, the largest locally owned independent telecom company in Southwestern Ontario, our only goal is to enhance your lifestyle at home, work and play. As we grow rapidly, we have an unwavering commitment to continue to build a positive team, with a friendly, family spirited approach. The selection of exceptional talent is important to us! When you join Execulink, you're joining a team that's focused on not only providing an AWESOME experience to our customers, but to our employees as well. We live and breathe our Mission, Vision and Values, and are searching for individuals who are excited to contribute and do the same!

*Execulink Telecom is an equal opportunity employer that is committed to inclusive, barrier-free recruitment and selection processes. If contacted for an employment opportunity, please advise Human Resources if you require accommodation.*