

Technical Inside Sales Engineer Execulink Telecom – Woodstock, ON

Are you someone who:

- *Thrives on discovering and implementing new and innovative technologies?*
- *Has a strong technical background with the ability to problem-solve?*
- *Is able to provide AWESOME customer service while working with telecommunication products?*

About This Opportunity

The Technical Inside Sales Engineer provides complex technical solutions to Execulink Telecom's business customers. This includes working with services such as voice, data and hosting services.

A strong technical background in Cisco IOS, JunOS or similar platforms is required to be successful in this role.

Key functions of this role include: development, modification and integration of planned and researched computer and telecommunications hardware with communication system networks. This includes mainframe systems, local and wide area networks, fibre-optic and wireless networks.

What You Offer

- Experience providing technical evaluation of customer's telecommunications requirements, making recommendations for best fit business services, evaluating hardware costs and vendor sourcing in relation to sales quotes
- Accompanying Sales Representatives to customer locations as required, acting as the technical resource and subject matter expert
- Supporting the Sales teams, and other employees as required, with professional technical presentations
- Established ability to professionally present complex technical concepts to individuals with varying degrees of technical expertise; delivery of technical presentations and support documentation
- Ability to identify gaps in Execulink's portfolio offerings, through the emerging requirements of our customers
- Solid knowledge of voice services ranging from hosted phone, SIP, PRI, PBX to traditional analog phone line, networking fundamentals including switching, routing and underlying protocols, as well as last mile options (copper, coax, fiber and wireless)
- Cisco's CCNA, Juniper's JNCIA or equivalent industry standard certifications are helpful
- Experience and ability in common business applications (i.e., Microsoft Office, Visio, CRM).
- Technical Post-Secondary Education (Network Engineering, IT Specialist), or equivalent experience; preference will be given to those with technical telecommunications experience
- Valid Class G Driver's License with access to reliable transportation
- Valid Passport with the ability to travel to the US when required

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!
- Primary work location of Woodstock, ON office. The ability to work remotely as required/appropriate; with some travel require to client locations.
- Hours are typically 8:30am – 5:00 p.m. with with some evenings and weekends, as required.

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 work@execulinktelecom.ca

Not the right fit this time? Follow us on our social media pages!



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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.