

JOB POSTING

RF SALES ENGINEER

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Kavveri Telecom has an immediate requirement for an RF Sales Engineer with a proven relevant technical and commercial background to represent them in North America. The role is located in Montreal.

Job Responsibilities:

You will support sales to meet or exceed annual operating plan for new orders and profitability. Successful candidate will be responsible for supporting the sale of our VHF, UHF, Cellular Filter, Band pass filter, Band Rejection Filter & RF Product Sales

- Review and respond new product requests from customers and prospects;
- Assess general market requirements for new products;
- Assess and recommend solution positioning relevant to market requirements and competitive positioning;
- Generate a sales prospect target list, plan and visit companies to promote sales.
- Prepare quotes and proposals in response to customer requests and track task progress and maintain estimates to completion;
- Generate technical data sheets;
- Ability to present product and company information and value to internal and external customers;
- Strong and competent written and oral communications, social, professional skills;
- Travel as required primarily in North America;

Your success requires interaction internally with engineering, manufacturing, and program managers, and externally with customers & vendors on technical and contractual issues;

Skills and Desired Experience

- Science Graduate with minimum of 3-5 years of Telecommunication working experience.
- Excellent technical sales record from relevant industry;
- Working knowledge of North American market for RF products;
- Ability to understand and interpret technical details of customer requirements and present appropriate company solution;
- Exceptional drive; passion; and outstanding verbal, written and presentation skills, including the ability to communicate with all levels of Executive/Senior staff and clients;
- Must be self-motivated, well organized and be able to work effectively both independently and as part of a team