

Company Overview

MACH was founded in 2008 with a simple mission: To make it quick, easy, and profitable for our Partners to add fully managed Wireless WAN (WWAN) connectivity solutions to their portfolio.

MACH has provided the telecommunications industry with fully managed 4G LTE and 5G WWAN solutions for over ten years and is one of the nation's leading wireless MSPs for the landline service provider community. By offering WWAN services from industry leaders like AT&T, T-Mobile and Verizon Wireless™ and devices from industry leaders like Cradlepoint™, MACH is able to provide the best possible solution for primary connectivity, SD-WAN connectivity, backup connectivity, at POTS replacement applications.

Our fully managed solutions are designed to provide reliable, secure, and cost-effective connectivity using enterprise-class WWAN routers combined with service on the best available wireless network. In addition to outstanding pre-sales support, MACH provides world-class remote management of the devices, data plan usage monitoring, and ongoing technical support.

The responsibilities of the Sales Engineer include the ability to provide pre-sale technical expertise to our existing partners and their customers by working with the sales teams to understand the customer's technical requirements. This role will be required to help support the sales team throughout the entire sales cycle while collaborating with the product and operations departments to ensure alignment with company offerings and processes. The Sales Engineer will be the formal go to technical contact for partners and customers throughout the lifecycle of the relationship.

Core Competencies

This role requires experience selling to the fiber carrier market segment with well established relationships. The candidate must have:

- Proven experience selling connectivity or related technology services to the fiber carrier market.
- Strong understanding of telecommunications networks, technologies, and products (e.g., WWAN, Fiber, VoIP, SIP, MPLS, SD-WAN, Cloud Services)
- Excellent communication and presentation skills with the ability to effectively engage with assigned prospective selling partners and garner meetings.
- Ability to work independently and as part of a team in a fast-paced environment
- Strong problem-solving skills and a proactive approach to customer needs
- Willingness to travel to customer meetings and industry events.

Job Duties & Responsibilities

- Conduct product demonstrations and presentations to showcase the features and benefits of the company and our value proposition for fully managed 4G and 5G Wireless WAN Solutions
- Prepare and deliver presentations explaining our products and services to existing and prospective customers and selling partners.
- Assist in evaluating customers' and selling partners' needs and determining which MACH Networks products and services will provide best possible solution for the customer.
- Lead in the preparation of proposals, quotes and responses to RFPs/RFIs
- Generate new sales opportunities by developing new selling partners
- Work with selling partners to ensure their sales teams are actively promoting MACH Networks services

- Stay updated on industry trends, market activities and competitors
- Conduct cadenced calls with aligned sales staff of existing partners.
- Keep all sales activity updated in MACH Networks CRM.
- Reside in the Midwest or West Coast US area.

Education Requirements & Experience

- Bachelor's Degree from an accredited college or university. Equivalent work experience will be considered
- Experience delivering and achieving consistent sales in a medium to large size organization.
- 5+ years of experience in the wholesale carrier market segment.
- Basic understanding of telecommunication products and services, especially for 5G wireless data and POTs Replacement
- Excellent written and verbal communication skills
- Strong attention to details and customer service
- Excellent organizational skills
- Excellent leadership, interpersonal skills.
- Intermediate level of proficiency with MS Project, Word, Excel, Visio, PowerPoint and SharePoint

Soft Skills

- Self-motivated with strong collaboration, diplomatic and motivational skills
- Excellent attention to detail, with proven ability to adapt to shifting priorities, competing demands and timelines through analytical and problem-solving capabilities
- Ability to execute many complex tasks and projects simultaneously, and work as a team member as well as independently
- Proven ability to work creatively and analytically in a problem-solving environment, demonstrating teamwork innovation and excellence
- Excellent oral and written communication and customer service skills working with all levels of the organization
- Adaptability, flexibility, and ability to deal with ambiguity and constant change
- Ability to work well independently and in a large team setting

Physical Requirements

- Ability to sit for up to 80% of the time.
- Ability to lift or carry objects up to 10 lbs.
- Frequent use of computer, telephone, office equipment (copier, fax, scanner)
- Ability to travel as needed for customer meetings, trade shows, networking events, etc.

Position Information

- Job Status: Full Time
- Location: Remote (Mid-West/West Coast)
- Compensation: Base salary + variable commission plan



Position: Director of Sales-Fiber Carrier

- Benefits: Comprehensive benefit package including medical, dental, vision, LTD, life, 401(k), paid time off, and paid holidays

Additional Information:

MACH Networks is an equal opportunity employer. All employees must be citizens of the United States or can provide proof of employment eligibility.