

## Optical transport networks architect and pre-sale engineer

### Requirements to the candidate:

- Higher technical education;
- Experience in field of telecommunications no less than 7 years;
- Deep knowledge of optical transport networks (SDH, DWDM, CWDM, etc.) ;
- Base knowledge of packet network technologies (Ethernet, IP, MPLS, etc.);
- Knowledge of solutions of optical transport networks vendors: Cisco, ECI, Alcatel, Huawei, Ciena, Adva, etc.;
- Experience on engineering positions no less than 3 years;
- Experience as Presale – desirable;
- Presentation and demonstration skills;
- Presale documentation preparation experience (Solution Description, High Level Design);
- The ability to learn new products and solutions quickly and independently;
- Good communication skills;
- Vendors certificates are a plus;
- Technical and spoken English (Intermediate level or higher).
- Willingness to learn and work on receiving vendor certificates.

### Responsibilities:

- Potential customers' needs identification and analysis
- Requirements collection, formalization, approval;
- Technical solutions evaluation, specifications preparation, solutions presentation and justification to the Customer;
- Participation in auditing of the client's existing infrastructure;
- Cooperation with partners (vendors, distributors);
- Service and solutions portfolio support and development
- Customers consulting, presentation and promotion of solutions and products to clients
- Competition analysis
- Participation in marketing activities: exhibitions, conferences, seminars, promotional materials preparation;
- Search for new products and solutions;