

Grandstream Networks, Inc. is seeking an enthusiastic Sales Engineer to join our Latin America team. Headquartered in Boston with offices across the world, Grandstream is a leading designer and manufacturer of Unified Communications, Networking, and Physical Security solutions. A 3-time recipient of the prestigious Deloitte Technology Fast 500 award, our award-winning solutions are sold and used in over 150 countries across the world.

Sales Engineer - Brazil

Primarily focused on the Brazilian market. As, Sales Engineer, you will develop and maintain relationships with distribution channels, service providers, and large enterprise/government customers to expand our existing Certified Partners market share.

This person will be performing the following duties:

- Engage with Brazil's distribution channels to forecast quarterly activities and track performance goals.
- Deliver sales presentation to potential key clients in collaboration with the Distributor's personnel.
- Answer and make recommendations to customer proposals at technical and business levels in a timely manner.
- Meet regularly with our distribution partners to train and update personnel on the overall's Grandstream Portfolio from UC, Collaboration, to Wi-Fi networks, to facility management. You will need to uncover business benefits for a customer by moving to a Grandstream solution, and designing and present such solutions.
- Create and present on-site/webinar events with Grandstream's solutions to customers in an enthusiastic and professional manner.
- Train Partners/Clients on Grandstream UC-Collaboration, and Wi-Fi Networks topics and practices
- Provide effective collaboration and teaming with internal teams at multiple levels in the organization.
- Proficiency in English is a must
- High Proficiency in MS Word, Excel, Power Point
- University degree on Computer or Electrical Engineering
- Ability to work from Home-office.
- Ability to travel up to 40% as needed.
- Sales Quota

Experience Required:

- Expertise in UC and/or IP-Networks systems design, installation and maintenance
- Prior pre-sales or sales engineer experience with Ubiquiti, Cambium, Aruba, Cisco, Polycom (Poly), Yealink, Jabra, Panasonic or other networking or UC manufacturers
- Experience or knowledge with diverse IP Platforms: Wi-Fi technology: Aruba, Meraki, Ubiquiti etc., and/or Broadsoft/Cisco, Panasonic, 3CX.
- Exceptional presentation skills and experience presenting to executive level management team.
- Proficient in network designs and solution selling.
- Self-driven and have a history in the UC and IP telephony, knowledge of UC portfolio (IP PBX, phones, web collaboration, voice/video gateways, contact center suite) and/or Wi-Fi Enterprise Networks.
- Understanding and operational experience with IP Networking/Wi-Fi technology and deployments of Wi-Fi Networks

We are looking for candidates in Brazil only. No telephone calls. For more information on Grandstream and our products please check out our web site www.grandstream.com