



OPTK Networks is looking for a Solutions Engineer who is passionate about leveraging technology to provide better connectivity throughout the communities we serve and beyond. This position must have a desire to develop a solid understanding of what products and services OPTK networks offers. This knowledge will help establish and maintain relationships internally and externally.

Primary Responsibilities

- Provide technical consultation to customers and internal stakeholders to accelerate the sales cycle and drive opportunities from development to close.
- Offer coaching to the Account Executives in the sale of OPTK products and services to Carrier & Enterprise customers as well as government, education, and medical institution customers.
- Analyze customer requirements to understand how OPTK products and services can be applied to meet their needs and solve their problems.
- Provide customers with solutions that meet their business applications and ensure protected circuit design, disaster recovery applications, appropriate bandwidth for future growth, etc.
- Keep abreast of competitive landscape and emerging technologies
- Respond to requests for bids and proposals by providing fully documented technical solutions, with diagrams, that clearly outline all technical components of the solution.
- Provide build cost analysis for new opportunities.
- Develop strategies that will promote growth within the organization.

Qualifications

- Associates degree in computer science, engineering, or related field.
- 1-3 years of experience in pre-sales support
- High-level written and verbal communications skills.
- Fundamental understanding of fiber optic design principles and implementation
- A working knowledge of Local Area Network (LAN) and Wide Area Network (WAN) technologies
- Proficient in Google Earth

Company Benefits

- Company 401(k) match up to 6%
- Paid Holidays and Vacation Days
- Health, Vision, and Dental Insurance