

Poland Jobs Expertini®

Network (NBD) Presales

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Company: Alcatel-Lucent Enterprise

Location: Warsaw

Category: computer-and-mathematical

What is my role?

Alcatel-Lucent Enterprise (ALE) has an opportunity for a Presales Engineer Network Infrastructure, responsible for expanding network business in Poland. The primary focus will be to work with the local ALE sales representatives, ALE business partners / distributors and end-customers on network business in Poland.

What am I responsible for?

Working to sales and revenue targets as set by the organization

Supporting existing ALE business partners, distributors, and end-customers with regular updates on the development of the ALE network portfolio

Support ALE business partners during all stages of a sales cycle (RFI/RFP etc.)

Work on customer network designs in close collaboration with the business partner / end-customer

Support the Proof-of-Concept (POC) phase of customer/partner network designs

Share knowledge and have fun in an international Presales team

Am I the right person for this?

Proven track record of driving network sales ideally with a strong technical background.

Excellent interpersonal skills and an ability to build strong relationships with end-customers & partners.

Excellent teamwork skills.

Polish mother tongue, fluent in written and spoken in English (mandatory), any other languages is a plus.

Network industry relevant certifications like CCNA Routing & Switching, ALE ACSE OmniSwitch R6 / R8, ALE Stellar Wireless ACFE or ACSE, HPE-Aruba Wireless, Nokia IP/MPLS Service Routers.

Sales relevant trainings/certifications like project management, effective presentation skills, conflict & negotiation management.

What we offer?

High level of autonomy

Flexible work environment and main office in the city center

Supportive people around with can-do attitude to make you successful

All necessary technology trainings

Sales Incentive Plan with bonuses paid on quarterly basis, according to achieved sales results

All necessary tools, including company car or car allowance, Multisport, private medical care

Why ALE?

At ALE, we provide a **flexible work environment** which grants a work-life balance where you can work from home if needed. As a multicultural and international company, we encourage new ideas and we provide continuous learning opportunities. By living our 3 values: **Speed & Agility, Customer Centricity and Reliability**, we want you to participate in exciting projects in a work environment that combines our entrepreneurial spirit and international dimension.

As we are building the future, we want to create a better world. We program such as GoGreen, ALE Impact and TogetHer that take our corporate social responsibilities to the next level, and we work on these missions with pride and love. Read more on:

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 3. Network (NBD) Presales jobs ↗

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