



DAC SYSTEM SA
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DAC System SA is a new technology company with a unique and innovative solution for monitoring and control rf-systems in broadcast systems around the world. DAC System continuously invests into the future with new products and applications.

DAC System is looking for a Pre-/Post Sales Engineer

In this highly demanding role, in which the candidate will be constantly multitasking and working on a wide range of projects for direct sales and indirect sales through partnerships. The candidate has a proven record of accomplishment and experience in sales of technical products in B2B markets. Further important knowledge required: contractual/commercial knowledge, electrical engineering of system and solutions, IP networking knowledge and IT competence.

The position in a nutshell

- Present DACS products and solution towards customers and partners (on technical and commercial level)
- Able to argument on features and function as well as on value add and customer benefits for the DACS solution
- Conduct proof of concept test in labs, commission system on customer site, demonstrate the products
- Understand customer requirements, prepare offers and perform basic engineering tasks in conjunction with the DACS system: IP-connectivity, SNMP question, data transmission, IT requirements, etc.
- Prepare customer presentations and/or solution diagrams
- Build and maintain relationships and trust with clients and partner sales organisation and decision makers, effectively navigate customer's buying process
- Conduct remote calls and face-to-face meetings to discuss prospective business and technical fit with DAC products
- Supporting and perform training of partners and customer organisations
- As member of operations team applicant will be required to work on operational issues, customer support, and product installation as well as product configuration
- Helping clients solve problems, answer questions during the project cycle

Job Requirements

- Knowledge and practical experience of IT environments in operator organisations
- Excellent presentation, communication and customer interaction skills required
- Solid understanding of network architecture and protocols such as routing/switching, IP, TCP/UDP, HTTP, SMTP, SNMP, etc.
- Basic IT knowledge on server installation
- Excellent interpersonal and communication skills
- Excellent organizational and planning skills
- Flexible, eager to learn on a daily basis and loves to be challenged
- Must be productive and precise, respecting deadlines and being on top of the schedule at all times
- High responsiveness towards client/customer inquiries
- A proven track record is needed (at least 5 years of experience in above mentioned fields)
- Possibility to frequently travel for commissioning, technical and sales meeting and fairs
- **Mandatory: 5 years' experience working for a technology company in a technical and sales role in the field of Telecom - Broadcast**

Skills

English is mandatory (C1 level) and Italian and/or Germany language is preferred. Further skills:

- Multi-tasking skills
- MS-Office
- Ability to work in a multi-cultural start-up
- Ready to work flexible working times
- Negotiation skills

Education

- A bachelor in electrical engineering or equivalent is required to fill this position

Contact

Please contact us: sales@dacsystem.ch