



## Pre-Sales Engineer (m/w) DACH, Eastern Europe & South Africa

Founded in 1997 and headquartered in Berlin, Snom is a German **multinational corporation** and the world's first and leading brand of professional **enterprise VoIP telephones**. Our engineering is globally renowned for **high quality** and feature-rich business telephones that are universally compatible with leading Unified Communications platforms worldwide. Snom products are **sold to over 25,000** Snom Value Added Resellers across the world.

You are ideally **based in Berlin** or any **other German city** working full-time on a permanent contract.

### Your tasks:

You will be responsible for **actively driving** and managing the technology evaluation stage of the sales process, working in conjunction with internal and external stakeholders as the **key technical adviser** for our products. You will also collate feature requests and technical integration requirements for new and existing customers.

You must be able to explain technology and product positioning to both **business and technical audiences**, and establish and maintain strong customer relationships throughout the sales cycle.

### Your responsibilities in detail:

- **Present:** Develop and deliver high stakes sales presentations and product demonstrations to customers.
- **Events:** Promote Snom products at field events such as industry tradeshows, training seminars and private sales events.
- **Sales collaboration:** Cooperate with teams to understand customer requirements, support them with the technical elements of RFIs/RFPs, conduct market research and contribute to go-to-market strategy and tactics.
- **Product:** Document customer requirements and develop "use-cases" for the Product Management team.
- **Customer Service:** Work with third parties in order to design and deliver full solutions to customers. Interface with Support and R&D teams to identify and solve key issues.

### Your profile:

- Ideally, a degree in technology/ engineering or several years of relevant industry experience
- Thorough understanding of VoIP and DECT technologies, mid/big size IT architectures for real time communications
- German and English (business fluent on C1 level)

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- Good knowledge of the VoIP industry, its vendors and products is advantageous
- Excellent presentation and communication skills (written and verbal)
- Understanding of network monitoring, debugging, sniffing, and related utilities for UDP, TCP/IP networks, SIP protocol, Audio Codecs is a plus
- Technical skills to support project management, back office & pre-sales colleagues and ability to manage projects with minimal supervision
- Willingness to travel

#### **What do we offer?**

- A challenging and diverse position at the VoIP pioneer with sustainable growth
- An opportunity to learn and grow in an international, open-minded working environment with highly talented, smart and motivated colleagues
- Profound induction and regular trainings in Berlin
- A job that gives you independence, autonomy and the opportunity to work with global customers
- Flexible working hours and home office

#### **Interested?**

We would love to hear from you! Please send your CV and a cover letter including your earliest possible starting date and your salary expectations to **jobs@snom.com**. Your contacts will be Mark Wiegler (Customer Services) and Jenny Kaiser (HR).

#### **More about us:**

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