



## Sales Engineer (SE)

Aldea Solutions Inc. - Montreal, QC CANADA

Aldea Solutions, Inc. is a leading provider of services and solutions for the television and media industries. Established in 2000 in Montreal, Canada, Aldea offers fully managed transmission services using its fibre and partner teleport facilities. Services include full time and occasional use services, video streaming, production and transmission services. The Company's services are used by leading major broadcasters and media companies around the world for the transmission of sports, news and television programming.

As part of our expansion strategy, we have new exciting career opportunities for Sales Engineering based in Montreal, Canada. This position will be called upon to visit our different bases around the globe.

Reporting directly to the Director of Sales Engineering, the Sales Engineer is responsible for the design and pricing of customer's solutions; and to provide technical support to the Sales staff during pre and post sales.

Responsibilities include:

- In collaboration with the regional sales team develop sales opportunities with new customers, strategic partners and in new markets.
- Support Sales by interfacing with existing and prospective customers to determine their technical requirements and to discuss and develop complex technical solutions, and /or present new products to potential customers, in the form of lectures, presentations or technical demonstrations.
- Design cost effective solutions in response to customer requirement, RFIs and RFPs.
- Develop sound relationships with key technical players in the account to become their trusted partner.
- Supports the Bid review process and act as a bid manager for technically complex sales opportunities.
- The SE is responsible for supporting locally Aldea's new product line, including but not limited to VO-GO and CDN services.

The candidates must have the following:

- Bilingual [French and English] Spanish is a definite asset
- University degree in Electronic Engineering, digital broadcasting, IT or telecommunications related field.
- Five to eight years work experience in a Broadcast Production, Telecom, Video Transmission and Compression, Satellite Transmission, IP and network architecture & design, customer facing role.
- Excellent organizational and project management skills.
- The ability to conceptualize broad and creative solutions to meet the customer's business needs.
- Must be available to travel extensively
- Solid understanding of the Broadcasting, Media and Telecommunication industry (fibre + satellite)
- Curious and knowledgeable of trends, know the players and the world of "content exchange"

Join our talented team, bring your passion, your energy and be part of our ever-changing world of technology.

Introduce yourself via email at [careers@Aldea.tv](mailto:careers@Aldea.tv); include a few words to describe how you can share our vision and our services.

Thank you for choosing Aldea Solutions as your potential employer. We will communicate directly with Candidates whose profile reflects the above descriptive.