



## Senior Sales Engineer/シニア・セールス・エンジニア

**Delivers innovative network solutions**

### 募集職種

#### 採用企業名

日本シエナコミュニケーションズ株式会社

#### 求人ID

1063955

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 外国人の割合

(ほぼ)全員日本人

#### 勤務形態

正社員

#### 勤務地

東京都 23区, 千代田区

#### 最寄駅

山手線、 東京駅

#### 給与

経験考慮の上、応相談

#### 歩合給

固定給+歩合給

#### 更新日

2021年01月18日 01:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ネイティブ

#### 最終学歴

大学卒: 学士号

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

#### What you will be doing at Ciena?

Customer and channel facing presales engineering representative focused on Japan's Tier 1 Service Provider. Perform technical tasks, including assisting in written proposals, network design and engineering and quotes. Assist and develop channel partners to enable channel partner business. Must be able to communicate solutions to customers and work with internal Ciena organization.

#### Responsibilities

- Assist the sales team with analysis and evaluation of customer's technical requirements

- Perform network designs using Ciena's network design and modeling tools for customer applications and requirements base on Ciena's networking products
  - Develop Bill of Materials, respond to RFPs and customer technical inquiries
  - Develop and recommend Ciena products and solutions
  - Hands-on lab preparations for customer demos or equipment certifications
  - Prepare and present network design and solutions to customer
  - Provide presales support and training to channel partners for channel business enablement
  - Interface with sales and regional technical primes to develop and/or propose product enhancements to meet customer requirements
  - Business travel is required
  - Perform other duties as assigned
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## スキル・資格

### Experience

- Bachelor's degree in electrical engineering or Computer Science, or equivalent
  - Minimum 4 years of experience in telecommunications industry
  - Prior pre-sales engineering experience in Network Vendor or Systems Integrator
  - Technical knowledge in fiber optics transmission systems (especially OTN, Coherent transmission, CDC), telecommunication networks and network management
  - Technical knowledge in data networking including understanding of Ethernet, MPLS-TP, IP and other data networking protocols
  - Technical knowledge in software including understanding of SDN, Orchestration and Virtualization
  - Familiarity with test equipment (traffic generators, OSA, OTDR, power meters, etc.)
  - Ability to demonstrate experience in technical sales activities
  - Ability to understand customer needs and use technical expertise to develop customer solutions
  - Ability to develop customer relationships and work well with customers
  - Excellent verbal, written and presentation skills in Japanese and English
  - Ability to work well in a team
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## 会社説明

CIENA Corporation delivers innovative network solutions to the world's largest service providers and enterprises, increasing the cost-efficiency of current services while enabling the creation of new carrier-class data services built upon the existing network infrastructure.