



**Title:** Senior Sales Engineer

**Reporting To:** EVP, Sales

**Location:** UK-London Metro area/hybrid

### **Senior Sales Engineer**

In the action-packed world of live video creation and distribution, The Switch is *always on and always there* – setting the industry benchmark for quality, reliability and unmatched levels of service. The Switch network connects over 800 of the world’s largest content producers and distributors to each other, and to professional sports and event venues; seamlessly linking rights holders, broadcasters, streaming platforms, media outlets and web services. Our video production and global transmission services are trusted every day by corporate enterprises and leading sports, news and entertainment organizations who rely on The Switch to turn-on their live content, anywhere in the world.

Learn more about us at: [www.theswitch.tv](http://www.theswitch.tv).

The Switch is hiring a Senior Sales Engineer for our UK office who will be essential in producing and growing the Company’s revenues by delivering replicable services and one-time-only events. This position will work very closely with the entire Sales team to scope, design, and deliver revenue-producing services. This role will report to the EVP, Sales.

#### **Responsibilities include but are not limited to:**

- Assist with the development of formal sales and engineering plans and proposals
- Assist in revenue generation by providing pre-sales engineering expertise
- Project management (on a limited basis) as needed
- Provide major event engineering and operational support
- Develop and deliver product and solution demonstrations
- Work closely with EVP, Sales to create and present business solutions to help increase revenue and growth
- Play an active role in training the Sales team on technology in regard to current service offerings
- Serve as an escalation point for technical questions and issues which arise from the Sales team and other departments
- Assist with service delivery engineering, including on-site engineering at events as necessary
- Perform advanced technical presentations for customers and prospects
- Develop and maintain expert understanding of all of The Switch’s products
- Represent The Switch at industry related events and conferences as assigned
- Provide direction to the sales teams for solutions, as well as the delivery and operational support of The Switch’s business
- Assist with closing deals and execution of strategic solutions for customers

- Work with various internal departments to develop project costs to fulfill customer requirements as well as creating any documentation to be included in RFP responses
- Work with existing and potential clients to develop solutions based upon their needs
- Own timelines for projects, often involving multiple clients
- Domestic & international travel as assigned, developing relationships with clients, in support of sales efforts

**Qualifications:**

- 5-10+ years relevant experience required
- Understanding of operational workflows in acquisition, distribution and broadcast environments is required
- Excellent understanding of television broadcast standards and terminology as related to baseband video, IP & satellite delivery, encoding, compression, and optical fibre transmission systems is required
- Previous experience working in live event production services strongly preferred
- Prior experience in sales engineering or systems engineering strongly preferred
- Skills across IP cloud video/audio/communications systems (including AWS, Google, Oracle, etc.) is highly desired
- Competitive knowledge including solution, technology and product offerings
- Experience with configuring and installing telecommunications equipment as well as facility wiring/cabling to specification
- Proficiency in creation of solution diagrams. Proficiency in CAD desired.
- Ability to develop and maintain long-term working relationships with clients
- Outstanding attention to detail and ability to work quickly and efficiently in a fast-paced and challenging environment
- Strong problem-solving skill
- Self-motivated with excellent verbal and written communication skills.
- Excellent organizational and critical thinking skills as well as interpersonal skills required to work with a team environment
- Bachelor's Degree preferred
- Ability to travel ~20-25%, domestic & international

**Schedule and Compensation:**

- Full-Time
- Comprehensive benefits package
- Compensation based on experience