

JOB DESCRIPTION FORM – Wi-Fi Regional Technical Manager (RTM) West Coast, USA

Department Description
<p>The Regional Technical Managers are the pre-sales team responsible to champion Cambium’s technical attributes to end user customers, channel partners and system integrators. They provide a crucial link between customer or channel and our product managers, thereby becoming a focal point in all things technical between the go to market team and our customers.</p> <p>Technical managers will be equally tasked between training and developing individual pre-sales teams within Cambium’s channel eco-system, as well as providing pre-sales support in order to close or expand a wireless broadband project.</p>
Scope of Responsibilities & Position Expectations
<ul style="list-style-type: none">• Responsible for defining and/or designing technical requirements and recommending appropriate technical solutions in support of achieving sales goals.• Design solutions and proposals that meet customer needs and position Cambium as the favored vendor.• Deliver training session to new and current channel partner and end customers• Working with engineering resources to provide technical expertise on a range of products and drive the integration within the customer’s technical environment.• Capture product and feature requirement and filter to regional leader or engineering teams• Identify in advance jointly with local sales manager the major activities to be delivered such as partner training and key projects.• Post-tender phase to support the technical answer of our partners.
Knowledge/ Skill Requirement
<ul style="list-style-type: none">• Proven track record with field engineering, troubleshooting large and complex systems and working methodologically to resolve issues.• Good communication skills required to develop strong relationships with regional sales people, engineering, post-sales support and key technical customer contacts. Able also to leverage relationships with other business units and/or external partners to deliver solution.• Good presentation skills and able to create and deliver high impact presentations• Self-motivated and able to work independently to develop and execute technology strategies with minimal input from RTM manager.• Knowledge of 802.11a/b/g/n/ac wireless networks, site surveys, requirements gathering, deployment challenges.• Deep understanding of wired networks, including firewalls, content filters, routing/switching, VLAN's, etc.• Understand wireless security methodologies, including 802.1x w/ RADIUS integration.• Availability to travel 75%