



JOB POSTING RF SALES ENGINEER

Job #-TSI2011-SE-01

Trackcom Systems International has an immediate requirement for an RF Sales Engineer with a proven relevant technical and commercial background to represent them globally.

The role is located in Montreal.

Job Responsibilities:

- Successful candidate will be responsible for supporting the sale of our passive components product Sales in NA and internationally.
- Review and respond to RFQs from customers and prospects;
- Assess general market requirements for passive components;
- Assess and recommend position relevant to market requirements and competitive positioning;
- Generate a sales prospect target list, plan and visit companies to promote sales.
- Generate and document sales forecast, RF sales procedures and reports for all sales done
- Travel as required primarily in North America

Skills and Desired Experience

- A B.Eng. degree with minimum of 5 years of RF designs working experience.
- Excellent technical sales record from relevant industry;
- working knowledge of North American market for RF passive components;
- Ability to understand and interpret technical details of customer requirements and present appropriate company solution;
- Strong knowledge of Microsoft Office Products;
- Exceptional drive; passion; and outstanding verbal, written and presentation skills, including the ability to communicate with all levels of Executive/Senior staff and clients;
- Must be self-motivated, well organized and be able to work effectively both independently and as part of a team;

Trackcom systems International has an immediate requirement for an RF SALES ENGINEER

Education



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A B.Eng. degree with minimum of 5 years of RF designs working experience, and a thorough understanding of Microwave Communication Systems principals is a must. M.Eng or higher education degree in Microwave design circuits is preferred.

Knowledge of English or French plus English, both written and oral is a plus. Knowledge and capability of documenting, technical presentations in a concise manner, using power, point, word and excel is required. Knowledge of Microsoft word, excel, project scheduler software is a plus for use in RFQ responses.

Required Skills

Knowledge and experience in the RF Microwave Communication Systems and especially passive components from 200 MHz to 40 GHz is required, to present Sales of these parts to Customer.

Candidate must have knowledge and experience in the use of Microsoft office software for request for quote (RFQ) responses.

Candidate must have experience in RF Microwave passive components sales, be capable of working independently to respond to RFQs, and have self motivation to meet assigned objectives.

Required Experience

The candidate must have an understanding and knowledge on the design of the following passive components

- **Waveguide** : filters, diplexers, dual mode filters, couplers, dividers, circulators, isolators, loads/terminations, adapters, waveguide bends, flexible and rigid waveguide cables
- **Coaxial** : filters, diplexers, tubular filters, harmonic filters, couplers, dividers, circulators, isolators,

Candidate must have practical experience where these Microwave designed passive components are used in the various Communications Systems in Satellite, Terrestrial Microwave Systems, RF Laboratories, and Microwave field installations.

Job Description



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RF SALES ENGINEER**

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- Successful candidate will be responsible for TSI product Sales in NA and Overseas.
- Review and respond to RFQs from various Customers
- Generate a sales list, plan and visit different Customers to promote TSI sales.
- Generate and document Sales forecast, RF Sales procedures and reports for all sales done

Reporting to

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