Senior Technical Marketing Engineer, SD-WAN Job

Employer Name:

SpiderID: 12431193

Location: Boise, Idaho

Date Posted: 4/19/2022

Wage: Negotiable

Category: Information Technology

Job Code: 2021-2212

~This is a remote opportunity~  
  
   
  
The Senior Technical Marketing Engineer (Sr. TME) position plays a vital role within the greater product management team, driving technical strategy and customer adoption of Cradlepoint solutions. Aiding our field of sales and channel professionals along with partner organizations is critical, with the objective of helping teams build and scale their knowledge of Cradlepoint services, products, and technologies. Members of the TME team extensively collaborate with marketing, sales, channel, support and operations teams which all have their own unique needs. A TME works with each functional department providing tailored guidance.External to the company TME will be involved in partner and customer facing presentations, executive briefings (travel, on-site and virtual), tradeshow demonstrations and possibly other speaking engagements.  
  
   
  
Cradlepoint is in search of a Sr. TME team member who will become a subject matter expert for future SD-WAN/SASE 5G functionality in the NetCloud service. As a Sr. TME you will be aligned with PM, R&amp;D, SE and the Sales Accounts team assisting in the customer journey and experience. With a goal of ensuring effective communication of new technology capabilities and applicability to customer use-cases, while also capturing valuable product feedback during the process.  
  
   
  
Reference Architectures - Creating examples of networking topology, utilizing NetCloud service features and functionality combined with best practices to support common customer use cases  
  
Validated Designs - Customer guides that closely align with Reference Architectures that guide our customers to best practice designs  
  
Liaison to Cradlepoint Support - Provide consultation as the product SME for customer support case escalations  
  
Validation Testing - Provide hands on testing of new products, services, and solutions in both the prototype stage as well as final validation before market readiness  
  
Product Beta Programs - Participate and help orchestrate beta programs by defining test criteria, customer qualification and early customer engagements  
  
Competitive Analysis - Conduct competitive analysis in the categories of functionality, performance and usability  
  
Development of Compelling Technology and Product Demonstrations - Determine how best to showcase CP technology in various demo environments   
  
Develop Trial Process Success Criteria - Help determine as well as document the success criteria for repeatable customer proof of concepts  
  
Performance Testing Definition - Determine the criteria that CP solution test teams require to develop test cases and develop the field; and create customer facing content to communicate these results  
  
Technical Decision Maker (TDM) Presentations - Develop technical presentations used by CP and partners to educate customers  
  
Customer Engagements - Engage with various departments on strategic customer accounts actively in the sales process  
  
   
  
8+ years of technical experience in enterprise networking sector, including customer facing responsibilities ideally quota bearing.  
  
5+ years of technical marketing engineering experience in the tech industry.  
  
Strong understanding and background in cellular wireless technologies (4G, LTE, 5G NR, etc.)  
  
University degree preferred but not mandated. Experience in building customer networks can counter any formal education.  
  
Must be able to demonstrate confidence in networking architecture, engineering, operations and security discussions.  
  
Proven ability to understand complex and in-depth level technical situations, related business challenges and be able to communicate strategies for effective solutions.  
  
Excellent communications skills and comfort/experience with public speaking.  
  
Ability to distill complex technical concepts into understandable language to any level of audience.  
  
In-depth understanding of networking, cellular, wireless, security  
  
#LI-TI1  
  
#LI-Remote  
  
   
  
Cradlepoint is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, sex, marital status, national origin, age, sexual orientation, handicap, disability, or any other protected class status pursuant to applicable law.

Start Date:   
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required:   
  
  
Education Required:   
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: Cradlepoint

Company: Cradlepoint