Secure
Real-Time
Communications

Ribbon Communications delivers global communications software and IP & Optical network solutions to service providers, enterprises and critical infrastructure sectors. Our innovative, end-to-end solutions portfolio delivers unparalleled scale, performance, and agility, including IP solutions, cloud-native offers, leading-edge software security and analytics tools, as well as 5G-ready packet and optical networking solutions.

We are looking for a

Junior Sales Engineer - Voice over IP
in Oberursel (Frankfurt/Main), Germany

Responsibilities Include:

- Support the Sales Team in the Sales process:
  - Analyzing the ability to meet the needs of potential customers and putting together technical solution descriptions.
  - Presenting and selling the proposed technological solutions to the customer with the assistance of the Sales Manager
  - Help prepare technical response for Bids, RFI's and RFP's
- Creating and retaining positive ongoing relationships with customers & partners
- Attend trade shows, conferences and network within the industry to keep Ribbon position and communications at a high level

Education and Experience:

- Bachelor degree in Engineering / IT or other relevant degree
- Familiarity with the telecommunications and Service Provider industry, its products, services and technologies
- Knowledge of the following technologies:
  - Virtualisation and Containers and strong understanding of Cloud environments such as AWS, Azure or Google
  - Network Security such as IPSec, VPNs or NAT/Firewalls
  - Ethernet, IP routing
  - Interest to learn about Microsoft Teams, Zoom and other UCaaS solutions
- Industry certifications (Cisco, Juniper, Azure or others) – advantage
- Analytical and structured, good teamplayer, Confidence in presenting technical solutions
- willingness to travel (up to 30%)
- fluent German and English language skills (min. level C1); permission to work in Germany

Interested to learn more?
The manager of this role is happy to meet you at
DENOG:

Elea.Siegele@rbbn.com