



Sales / Sales Engineer – Antennas

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Location: Plano, TX, United States

Parsec Technologies, Inc. is a fast growing, U.S. based antenna company designing and developing next generation industrial antenna solutions for the Internet of Things.

Parsec is now hiring a Sales Engineer who will be responsible for assisting in the sales cycle in an engineering capacity. The Sales Engineer will be responsible for inside and outside sales support for all Parsec antenna products. The Sales Engineer will assist Parsec sales people with positioning, supporting, and selling complex antenna networking solutions to our customers and partners. Experience working with networking solutions from Cradlepoint, Dell, and Cisco a plus.

Qualifications:

- Preferred – Bachelor of Science or Masters Degree in Engineering Related Field
- 5 + years experience in system engineering, sales engineering, solutions architect role for wireless systems and/or hardware sales
- Must have experience with system level specifications for LTE/Wi-Fi/GPS and LoRa, including corresponding experience with wireless access points, wireless gateways and routers.
- Previous antenna experience preferred. Including experience using a variety of equipment such as anechoic chambers, network analyzers, and other RF test equipment

Responsibilities:

- Prepare and deliver technical presentations explaining products and services to customers and prospective customers while evaluating equipment needs and determining system requirements
- Collaborate with sales teams, channel partners and customers to understand customer requirements and provide sales support
- Engage competitive product evaluations to position Parsec antennas for success
- Drive demonstrations and evaluations to successful completion and sales



- Conduct through discovery, to properly align Parsec and help customers identify and solve problems with Parsec antennas
- Should live in DFW and be prepared to travel up to 50%

Offering:

Parsec Technologies, Inc. is offering an exciting opportunity to work with an advanced product line of antennas for the Industrial IoT industry. We are offering a competitive salary based on experience. Medical, Dental and Vision insurance. PTO: 3 weeks total first year.

EEO Statement All qualified applicants to Parsec Technologies, Inc. will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, veteran's status, age, disability or any other characteristic protected by law.

Send Resumes to: sales@parsec-t.com