



Wireless That Just Works



Cambium Networks

## ***JOB DESCRIPTION – Regional Technical Manager***

***Location: Remote***

Date: June 2021

### **Department Description**

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.

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.

### **Scope of Responsibilities & Position Expectations**

- 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**

- 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.



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- Self-motivated and able to work independently to develop and execute technology strategies with minimal input from sales manager.
- Strong wireless background, ideally with PTP/PMP products and technologies. Knowledge of IP and basic networking.
- Engineer degree or equivalent.
- Willing to travel approx. 50% of the time.
- Good understanding of the sales process.