

Job Announcement

**CC Communications is owned & operated by Churchill County, Nevada
An Equal Opportunity Employer**

Sales Engineer II

Position opens October 4, 2022 and remains open until filled
(Salary placement within the range depends on qualifications and budget constraints)
Plus 100% paid PERS (defined benefit) retirement, health insurance, vacation and sick leave.

Applications are invited for the full time position of Sales Engineer II for CC Communications. The Sales Engineer II serves as the primary technical resource for the Outside/Inside Sales Team. The Sales Engineer II is responsible for actively driving and managing the technology evaluation and implementation stages of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for all products.

The Sales Engineer II shall be responsible for adhering to the following core values:

- Communicate, actively share knowledge and information
- Accountable, take ownership and responsibility for making, keeping and answering for all commitments to each other and our customers
- Respect, show respect for all
- Cooperate, work as a unified team
- Passionate, passionate about providing employees and customers innovative technology solutions through continual personal and professional growth.

Examples of essential duties and responsibilities included by not limited to:

1. Collaborate with outside/inside sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
2. Confer with customers and coordinate with Inside Plant and Outside Plant engineering to assess equipment needs, and to determine system requirements.
3. Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry specific solutions.
4. Identify up sale opportunities and support them to achieve sales plans.
5. Plan and modify product configurations to meet customer needs.
6. Prepare and deliver technical presentations with supporting documentation that explains products or services to customers, prospective customers, and internal support staff personnel.
7. Document account activities, generate reports, and keep records of business transactions with customers and suppliers.
8. Provide material, labor cost and Scope of Work information to sales teams in support of sales proposals to customers. Follow procedures and processes to close jobs.

9. Provide project management over site during product implementation planning and execution activities to address budget, staffing, timelines, and quality assurance.
10. Work with engineering staff and field personnel to ensure infrastructure requirements are met and documented.
12. May be required to monitor the activities of contract personnel and keep supervisor and management apprised of contractor's progress.
13. Attends in-house and outside schooling or meetings, requiring travel by car, bus, plane or other means for extended periods of time.
14. Serves as Duty Supervisor as assigned.
15. Recognizing that job safety is a primary objective in all duties, attends and participates in company safety and training meetings.
16. Drives company vehicles in accordance to company standards.
17. Communicates and interacts effectively with co-workers, supervisors, managers, contractors, vendors and the general public.

QUALIFICATIONS:

Skills, Knowledge and Ability

- Ability to read, writes, comprehend, and speak English.
- Knowledge of and the ability to use: Windows, MS Word, MS Power Point, MS Excel, MS Project, and Visio, SharePoint.
- Knowledge and methodologies of CAPM (Certified Associate of Project Management) or PMP (Project Management Professional)
- Knowledge of, and willingness to, promote and sell assigned products and services
- Data delivery methods such as ETS (Ethernet transport service), Metro WAN, point to point and Hybrid (SONET and Ethernet)
- Familiarity with Data Wiring, Cable and Equipment Installation & Management practices
- Ability to install various equipment types as per SOW (statement of work)
- Ability to use Google Earth to Map Fiber, and/or Radio paths
- Ability to converse effectively over the telephone or face to face with customers.
- Ability to be detail oriented.
- Ability to demonstrate initiative and be accountable for own activities while working with minimum supervision.
- Ability to maintain confidentiality of proprietary information.
- Ability to communicate effectively and demonstrate tact and diplomacy when dealing with others.
- Ability to serve as a contributing member of work groups and projects teams and to establish and maintain a good working relationship with co-workers and others.
- Knowledge of products, materials, equipment, and methods used in customer premise voice and data systems.

- Ability to maintain awareness of technological developments leading to new products and services.
- Ability to work accurately and efficiently with numbers, calculations, and cable assignment records.
- Ability to prioritize multiple assignments.
- Ability to project a professional appearance and demeanor.
- Ability to attain certifications/trainings from the Master Workgroup Training List
- Research Grant opportunities from government agencies
- Draft grant proposals and supporting documents based on the funding requirements of the organization
- Submit grant proposals
- Respond to internal and external queries on drafted and submitted proposals
- Maintain positive relationships with fund providers and other stakeholders
- Maintain records and submit reports related to grant opportunities

EXPERIENCE and/or TRAINING: Any combination of training, education and experience that would provide the required skills, knowledge and abilities needed to perform the assigned duties of the position. A typical way to acquire the required skills, knowledge and abilities is:

- Completion of the requirements for a bachelor's degree in an engineering discipline field is preferred.
- At least five years of progressively responsible practical experience in Sales Engineering.
- CAPM Certification (Certified Associate of Project Management) or a PMP (Project Management Professional) is preferred.
- Specialized data or voice systems engineering training or related work experience in telecommunications or a closely related field is preferred.

APPLICATION PROCEDURE:

Application materials are available at *CC Communications*, 899 So. Maine, Fallon, Nevada or online at www.cccomm.net. **You must submit a completed CC Communications employment application and a résumé to CC Communications Human Resources, P.O. Box 1390, Fallon, NV, 89407 or drop off at 899 So. Maine, Fallon, Nevada or email to jobapps@cccomm.co**

Résumés will not be accepted in lieu of completing and submitting the proper application materials by the closing date. Failure to submit the proper application materials will remove the candidate from consideration.

Position will remain open until filled. Your application materials must clearly show your qualifications for the position to receive further consideration. Applicants may be required to take a test, submit supplemental material and/or take part in an interview. Successful candidate may be subject to a drug/alcohol screen and a criminal background check.

BENEFITS:

- **Retirement – Public Employee Retirement (PERS)** – A defined benefit plan. Benefit payment is based on the average of the 36 highest consecutive months of service. Company pays 100% of contribution, and employee has no Social Security deduction. Five years to vest.
- Company pays 100% of employee premiums for medical, dental, long-term disability, vision and life insurance. (Dependent coverage available at cost to employee.)
- Deferred Compensation plan allows employee to invest money in Pre-Tax dollars to save for retirement.
- Vacation Leave - starting at 12 days per year.
- Holidays – 12 days per year.
- Sick Leave - 15 days per year.
- Sick Leave Conversion Program—unused sick leave may be converted into retirement service credit.
- Tuition Reimbursement and Computer Purchase Program.
- Supplemental Life Insurance, Wellness and Safety Program, Employee Assistance Program and Credit Union membership are available.

This announcement is generally descriptive of the duties and qualifications for the job.

It is not to be construed as an expressed or implied contract.

CC Communications recognizes the fundamental right of applicants and employees to be assessed on merit alone. Therefore, it is the policy of CC Communications to provide equal employment opportunity for all applicants and employees. CC Communications does not sanction or tolerate discrimination in any form on the basis of race, color, religion, age, sex, sexual orientation, national origin, ancestry, medical condition, disability or veteran status.