



### **About Hughes Europe**

Hughes Europe is an operating, sales, and marketing organisation for Hughes Network Systems, LLC (HUGHES), an innovator in satellite and multi-transport technologies and networks for more than 50 years, provides broadband equipment and services; managed services featuring smart, software-defined networking; and end-to-end network operation for millions of consumers, businesses, governments, and communities worldwide.

<https://europe.hughes.com>

## **Presales Engineer (m/f/d)**

### **General Description of the Position:**

We are expanding our business activities and looking for a Presales Engineer (m/f/d) **based in Germany**.

This role is responsible primarily for technical sales support in the pre-sales phase. This includes providing solutions to customer requirements, creating network designs and presenting them to customers and serving as an expert consultant. You are responsible to cost all service components and to price a total service proposition to the customer working closely with the sales and procurement teams. The Presales Engineer is also responsible for defining, demonstrating, and leading test installations, including creating the respective documentation. Post-sale support includes the periodic review of network and customer requirements, and keeping customers informed of new products and services to support the upsell of new products and services. As the customers are also located in Germany, fluent German language skills are absolutely required.

### **Job Responsibilities:**

- Representing the Company, on a technical level, at customer meetings prior to sale.
- Assessment of initial requirements, including bid / no bid reviews.
- Analysing the customer's business and technical requirements and designing technical solutions and understanding related operational processes.
- Design, sizing and costing of complex customer solutions, using multiple suppliers and technologies.
- Presenting individual solution concepts to the customer.
- Defining the design of the customer pilot and technical management.
- Definition of requirements for, and negotiation with telecom suppliers.
- Provide support in testing new features, platforms and products, including new hardware and software.
- Product definition support.
- Marketing intelligence gathering and analysis.
- Documenting results for internal and customer use.
- Maintaining contact with product management carrying out escalation processes.
- Supporting sales team in the creation of customer profiles.
- Providing technical input and support for bids and drafting any bid-specific parts of resulting contract.
- Supporting the sizing review of customer networks, post-sale, and providing technical support for any 'upsell' opportunities.
- Undertake ad-hoc activities within the scope of these responsibilities, which are requested by management from time to time.

### **Minimum Qualifications:**

- Ideally you possess a Telecommunication Engineering degree or equivalent on the job knowledge base, qualifications, and experience
- As the customers are also located in Germany, ***fluent German language skills are absolutely required.***
- You have previous experience in a Presales or Network Engineering role
- You possess strong problem solving and prioritization skills
- You have strong presentation skills
- You have excellent interpersonal and communication skills and are adept at working with multiple stakeholders
- You have experience in writing proposals and responding to tenders
- You have an affinity to both sales and technology functions
- You have a good understanding of the latest Network technologies and services such as: SDWAN (VMWare, Meraki, Fortinet, Cisco); transport (xDSL, Fibre, LTE, 5G etc.), LAN and WLAN, next generation firewall technologies, SASE, SOC & SIEM, cloud security, Cloud infrastructure services, etc.

**HNS Europe** is a dynamic company that offers excellent benefits and the opportunity to make a real difference. In return for your commitment and skills, you will be given the opportunity to shape and develop one of the most exciting growth markets today.

### **Contact Information:**

Please send your application in English to:  
**[HRGermany-Jobs@hugheseurope.com](mailto:HRGermany-Jobs@hugheseurope.com)**

### **Hughes Network Systems GmbH**

#### **Human Resources**

Frauke Roth

Phone: +49(0)6155-844-192

Ottostrasse 9

64347 Griesheim

Germany

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