**About Star Solutions**

Star Solutions is a leading manufacturer supplier of complete end-to-end 2G to 5G mobile network solutions. Star Solutions has designed and developed unique mobile network solutions with special focus on Rural/Remote, Enterprise and Rapid Deployment/Disaster Recovery applications.

Star Solutions' experience include Rural Cellular and Broadband deployments in over 30 countries, over 600 private mobile networks across many industries including Maritime, Mining, Agriculture and Forestry. Star Solutions’ compact, portable, easy to operate rapidly deployable All-In-One solution with Core and RAN is ideal for applications including Emergencies, Disaster Relief and Wildfire.

**JOB DESCRIPTION:**

**The Opportunity**

Star Solutions is a leading manufacturer/ supplier of mobile network solutions. We are seeking a **Junior Sales Solutions Engineer** for our office in Richmond BC. The successful candidate must have good communications skills, be action-oriented, hard-working, and most importantly have a passion for technology.

This position is suitable for individuals that are looking for a career in B2B sales in the wireless telecommunications industry. For the right candidate, we are prepared to coach and train. This position will be located in-house at our office in Richmond, BC.

**What you will do:**

* Support the sales team in the preparation of proposals, address customers’ technical questions or concerns, and obtain solution details and requirements during the sales cycle process.
* Present infrastructure solutions to customers providing technical expertise in communicating the advantages of company products and connecting value proposition with business needs.
* Review technical and commercial proposals (RFI, RFPs, etc…) with supporting company departments and resources.
* Assist customers in generating and evaluating short- and long-term business models and technical goals.
* Provide customer feedback to Product Management and Customer Support teams.
* Participate in conference calls and customer visits. Some travel required (passport needed)
* Investigate new solution areas and potential complementary product solutions and capabilities.

**Who you are:**

* Experience in a pre-sales role at companies providing technology solutions preferably in wireless telecom.
* Must have knowledge of IP networking, experience and knowledge in telecom or wireless technology would be desirable.
* Good communication and computer skills including developing presentations; Powerpoint, Word, Excel.
* Able to gather customer information and translate it into a business opportunity incorporating company products and services.
* Should have previous experience working with graphics and drawing applications i.e. Visio, photoshop etc.
* Technical post-secondary education or equivalent is preferred.
* Company is willing to provide in-house training for applications skills as well as cellular mobile network technology.

This is an in-house position in our Richmond, BC office

**Response Information:**

If you are interested in applying for this position, please forward your cover letter and resume.

Job Type: Full-time

Benefits:

* Dental care
* Extended health care
* On-site parking
* Paid time off
* RRSP match
* Vision care

Schedule:

* 8 hour shift
* Monday to Friday