

Sales Engineer

Chicago, IL
Fall 2020



Mesh++ designs solar- and battery-powered mesh WiFi radios and telemetry tools for temporary or permanent outdoor installations. Our intention is to make last-mile infrastructure fully wireless, allowing for simple temporary installations and non-intrusive permanent ones. Our key advantage is a low loss-per-hop that is accomplished with advanced hardware and proprietary ad-hoc routing.

This full-time position is based out of our office in River West, Chicago.

We are looking for a Sales Engineer to assist in planning installations, testing new features, evaluating existing networks, measuring key metrics in real-world installations, and collect user feedback on software tools and network performance.

This is a paid position, \$70k-90k annual depending on experience, equity available.

Responsibilities:

- Design, evaluate, and perform tests on customer networks
- Troubleshoot and report basic network problems
- Develop strategic and technical account and territory plans
- Demonstrate Mesh++'s products and solutions to customers with a focus on value-based differentiators.
- Respond to functional and technical elements of RFIs/RFPs
- Establish device and network installation protocols
- Perform quality assurance testing on software and hardware tools
- Integrate Mesh++ nodes with industry standard equipment
- Track sales activities and report on metrics weekly

Minimum Qualifications:

- Proficiency in computer networking, such as writing basic network applications, and configuring common network hardware such as routers
- Experience with a Linux terminal
- Experience using SQL and Python to run scripts and generate reports
- Familiarity with hardware assembly and testing
- Familiarity with common wireless networking tools and terminology
- Proven success in client facing sales roles

Preferred Qualifications:

- Familiarity with embedded systems
- Experience with OpenWRT/LEDE/DD-WRT
- Experience maintaining and administering common networking equipment
- Experience with common types of antennas and propagation patterns
- Proven ability to exceed sales quotas
- Experience in a small high growth IT environment

Please contact lee@meshplusplus.com with resume or questions.