

## Pre-Sales Engineer (Northern Europe)

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Company: Riedel Communications

Location: Hilversum

Category: other-general

RIEDEL Communications is the leading provider of live production tools in the media, sports and entertainment sectors. To cover our customers' needs holistically, we are divided into three business units: Product Division, Managed Technology & Riedel Networks.

Our **Product Division** develops, produces and distributes audio, video, IT and communication solutions. With our live production tools for the media, sports, entertainment and corporate industries, we deliver a wide range of high-quality and state-of-the-art products that are among the most innovative of their kind in the industry.

Join us as **Pre-Sales Engineer (Northern Europe)** this exciting journey and experience the fascination of Riedel Communications in action.

### **YOUR RESPONSIBILITIES**

Manage Pre-Sales tasks in coordination with the Sales teams for the Northern Europe region

Consult with customers, system integrators, consultants, and Riedel staff to design systems that meet and exceed client requirements both technologically and commercially

Produce full-scale, elaborate written technical proposals RFP/RFI tenders as required

Take part in regular public engagements such as events, tradeshow, panels as required

Maintain up-to-date information and documentation on sharing platforms and in business tools

Anticipate and plan the project phases in conjunction with the Professional Services team.

Act as a Technical Account Manager throughout the cycle

Assist the Services team and Customers in project implementation as and when required.

Organize and/or deliver product demonstrations (demo), POC's and solution presentations of products and solutions onsite or online

Proactively educate clients and business partners in order to enhance their product knowledge, technical acumen and technical sales skills

Be a market and industry aware collaborator and fill informational gaps on competition and Riedel user cases

### **THAT'S YOU**

Successfully completed university studies or completed occupational training e.g. in electrical engineering, communications, audio and or video-engineering or IT

Minimum 5 years of Pre-Sales / Engineering

Excellent organization and communication skills with strong ability to schedule duties/projects according to priorities

Understanding of the Broadcast / Media Technology Market

Baseband and IP broadcast knowledge and knowledge of Intercom communication systems, audio and video technology

Strong knowledge of PowerPoint, Word, Excel, Visio or CAD, experience with CRM's and Project Management Tools

Maximum flexibility is paramount - able to work co-operatively with and across all company departments

Mobility and willingness to travel – lives within reachable proximity of a major airport (willing to travel approximately 50% of the time)

The ideal candidate will have excellent written and oral English skills. Native Dutch or the Scandinavian Language would be a plus

### **WE OFFER**

**Life and Work balance** through our flexible working time system including mobile working in a hybrid model

**Career booster** with numerous individual development and training opportunities

**Diversity** is very important to us, at RIEDEL we focus on an open working atmosphere, inclusion is part of our Culture - it is about the people and their personality that matters

Diverse offers through **myEAP** (e.g. help with childcare, care for relatives, offers for body & soul etc.)

We're contributing to your career development. We'll encourage you to try new roles and experience new settings. By helping our people to reach their potential, we frequently support them to find skills they never knew they had, or make career moves they never thought possible.

### **ENRICH OUR TEAM!**

With us, you can expect an exciting challenge with plenty of opportunities to take on responsibility and develop personally.

RIEDEL stands for equal opportunities and diversity! We are looking forward to getting to know you as you are - far away from any pigeonholing.

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