



ngena is a global alliance of service providers that will provide international telecommunication network services for corporate customers. ngena stands for “Next Generation Enterprise Network Alliance” and enables its partners to share their telco networks and offer services on a global basis. ngena GmbH is an independent company that is going to be funded by leading global telco companies such as Deutsche Telekom AG.

(Pre-) Sales Engineer – Training & Enablement (m/f)

Have you always dreamed of working for a fast-growing international startup company? Then take this next step into the future and join us as (Pre-) Sales Engineer (m/f) (full-time) in Frankfurt am Main, Germany.

Your responsibilities

- Conception, development and delivery of training courses for ngena’s alliance partners
- Autonomous preparation of course manuals and product descriptions
- Promote rapid processing of customer inquiries & solutions beginning from customer inquiries all the way through to the customer’s offer, together with the presales staff ngena’s alliance partners
- Securing the transfer of knowledge towards the sales and pre-sales departments of the alliance partners in terms of products, change of products and innovations as well as the use of ngena tools and actions
- Being part of the product and lifecycle management team for ngena’s global portfolio, keeping your knowledge on products, pricing, processes and tools up to date
- Supporting the consolidation and prioritization of the customer requirements of each alliance partner for the further development of ngena’s portfolio

Your profile

- Successfully completed university degree in a topic related field or a comparable relevant qualification
- Professional work experience in pre-sales, solution design, product management or business development for WAN & network services
- Confident and professional behavior and sensitivity towards customer wishes paired with excellent communication and presentation skills
- Wide range of knowledge in design and implementation of global IP-VPN services
- Good technical know-how as well as experience in SDN/NFV architecture, global WAN services and product & service models as a basis for process automation
- Proactive and being able to work independently
- Flexibility to act convincingly in a young company with agile structures and processes
- Willing to travel internationally
- Excellent English skills (spoken and written)

Your chance

A dynamic, international and cooperative business environment awaits you. In your field of activity, responsibility will be in your own hands from the very beginning and you will be able to actively contribute to the future development of ngena.

We offer challenging tasks with room for creativity and development opportunities within the startup, a highly motivated international team, an open corporate culture of flat hierarchies and a state-of-the-art workplace.

We are looking forward to getting to know you!

If you are interested in this challenge, please send us your complete application including salary expectations and possible starting date via email to myfuture@ngena.net