

ngena stands for “Next Generation Enterprise Network Alliance”. We provide a central cloud platform that merges the local networks of our international telecommunication alliance partners into a single global Software-Defined Wide Area Network (SD-WAN).



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

Have you always dreamed of working for an international start-up company? Then take this next step into the future and join us as our new colleague for a full-time position in Frankfurt am Main.

### Your new job

- 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 assets

- 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 within agile structures
- Willing to travel internationally
- Excellent English skills (spoken and written)

### Your chance

An exciting, dynamic, international start-up environment awaits you with an open corporate culture of flat hierarchies. At ngena, responsibility will be in your hands from the very beginning. You will continuously grow both on the professional and personal front amongst a diverse team of more than 15 nationalities, varied age groups and a wide range of skill-sets. This fusion will prepare you for paving the world with ngena’s leading SD-WAN technology.

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](mailto:myfuture@ngena.net)