

Pre-sales Designer

A day
in the life
of...

AMBRA SOLUTIONS is a telecommunications engineering firm located in Canada in the cities of Trois-Rivières and Montreal, as well as in Chile. Always on the lookout for innovations in its field of expertise, Ambra is the first Canadian company to offer private LTE solutions. From designing products not available on the market to implementing solutions for critical operations, innovation is our mainstay. Ambra Solutions offers a flexible work environment and a wide variety of projects that allow you to take on professional challenges. At Ambra, you will get...

GOLDEN CO-WORKERS

Our team is made up of passionate people who rise to any challenge in a pleasant work environment. Strong communication between colleagues enhances teamwork and allows us to maximize our results in a stimulating environment.

BENEFITS THAT MAKE THE DIFFERENCE

We offer a group insurance program (dental and medical), a pension plan (up to 5% employer contributions), a physical activity bonus and an employee assistance program.

FLEXIBILITY

We offer a flexible work schedule, the possibility of remote work, a large degree of autonomy for the employee as well as outstanding professional growth and professional development opportunities (training in all areas).

As a pre-sales designer, you support the engineering team in the development of telecommunications projects. Here is what a typical day in the life of a pre-sales designer might look like.....

- You obtain technical information from the customer, verify conformity and consolidate it.
- You prepare preliminary drawings of the solution adapted to the client's needs with AutoCAD and propose it to the client by preparing presentation documents.
- You explain the technical constraints to both English- and French-speaking clients.
- You find solutions that make use of existing infrastructure.
- You maintain up-to-date knowledge of the constraints inherent in the development of solutions (spectrum, equipment configuration, technologies, etc.).
- You participate in the detailed design process by sharing information obtained in the preliminary stage and identifying unknown information.
- You take technical readings at the customer's site and maintain business relations.
- You maintain up-to-date information on opportunities in the company's multiple systems, including Confluence and Jira.
- You identify specific tasks for the engineering needed to support business development.
- You support the project team throughout the project to determine project requirements by serving as a liaison between the sales and project teams.
- You validate the purchase order by comparing it with the solution sold.
- You visit the customer's site to commission the LTE networks (in Canada or abroad, for a variable length of time, but rarely more than a few days).



SEND YOUR RESUME TO JOBS@AMBRA.CO

Only selected candidates will be contacted.

