

**ATDI Pty**  
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### **The company**

With over 30 years industry experience, ATDI is a key player in the telecommunications industry. We specialise in RF engineering solutions, enabling the modelling and simulation all types of radio communication technologies between 10 kHz to 10 GHz.

### **The opportunity**

We're currently looking for a RF Engineer to join our Sydney-based team. As well as exposure to current and next-gen communication systems, the successful applicant will play a role across a variety of interesting projects. They will receive on-going inhouse support and training and will have opportunities for domestic and international travel.

### **The role**

The RF Engineer will be responsible for providing all levels of sales/account management, technical support and consultancy services for the clients of the company in the areas of radio network planning, spectrum management, electronic warfare and cartographic data management including, but not limited to:

- Familiarisation of ATDI's Products & Services
- Identifying new clients who might benefit from company's products or services
- Developing long-term relationships with clients, through regular communications, managing and interpreting their requirements
- Organising product demonstrations to existing and prospective clients
- Managing and providing training on the company software solutions covering radio-planning, spectrum management, cartographic data management to customers and internal staff
- Providing consulting services and technical RF studies (field measurements, radio-planning/coverage studies and reporting) for customers
- Validating and testing of software in collaboration with the software developers, highlighting modifications and enhancements requested by the customers
- Validating new features and functions prior to software releases or in conjunction with the sales team
- Conversion and preparation of Cartographic data for customers
- Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery
- Negotiating tender and contract terms and conditions to meet both client and company requirements
- Supporting/leading marketing activities by attending trade shows, conferences and other marketing events
- Follow ups of post Exhibition/ Event leads
- Liaising with other members of the sales team and technical experts
- Developing Requirements Specification and product customisations
- Analysing the technical requirements in pre-sales process (technical response to RFQ/RFP/Tenders, technical pre-sales negotiation). Researching and reporting in emerging technologies and trends.
- Attending domestic and international travels, as required by the company.

### **Qualifications**

- Relevant education in related discipline

- 3-5 years skills and experience in sales
- Excellent communication and interpersonal skills
- Be an Australian Citizen or Permanent Resident
- No restrictions/issues with frequent traveling overseas