



Company Description

As a global leader in Radio Frequency Planning solutions, ATDI is currently looking for an RF Engineer to join its Sydney team. As well as exposure to current and next-gen communication systems, the successful applicant will play a significant role in a variety of interesting projects, will receive ongoing in-house support and training, and will have opportunities for domestic and international travel.

Role Description

The RF Engineer will be responsible for providing all levels of sales/account management, technical support and consultancy services for customers 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 and Services
- Searching for new clients who might benefit from the company's products or services
- Developing long-term relationships with clients through regular communications, managing and interpreting their requirements
- Organising Product demonstrations for existing and prospective clients
- Managing and providing training on the company's tools, covering radio planning, spectrum management, and cartographic data management, for customers and internal staff
- Consulting customers' technical RF studies (field measurements, radio-planning/coverage studies and reporting) for the company's customers
- Validation and testing of Software collaboration with the software developers of the company, highlighting modifications and enhancements of the company's software requested by the customers
- Validating the functions implemented before releasing to the customers in liaison with the sales team of the company
- 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-up leads from Exhibitions/Events
- Liaising with other members of the sales team and technical experts
- Participating in the development of the Requirements Specification and product customisations
- Analysing the technical requirements in the pre-sales process (technical response to RFQ/RFP/Tenders, technical pre-sales negotiation)
- Researching and reporting on emerging technologies and trends
- Attending domestic and international travels as required by the company.

Qualifications

- Relevant education in a related discipline
- 3-5 years of skills and experience
- Excellent communication and interpersonal skills
- Be an Australian Citizen or Permanent Resident
- No restrictions/issues with frequent travelling overseas

Applicants with the following qualifications will have an advantage:

- Skills and experience in the utilisation and practice of ATDI tools and/or other RF software
- Experience in Civil or Military Spectrum Engineering and Resource Management
- 2nd language other than English, which can benefit in the APAC region
- Requirements added by the job poster
- No need for visa sponsorship
- Working in an on-site setting
- Authorised to work in Yes