

# Latens

## Systems Engineer – USA

Headquartered in Belfast, Northern Ireland, with sales offices in London, England, and Atlanta, Georgia, Latens is a privately funded, innovative and fast growing company developing next generation content protection and service delivery software solutions for digital pay television in the IPTV, cable and satellite markets.

We are currently seeking a Systems Engineer who will be responsible for technical sales, delivery and supporting customers. You will be part of our highly skilled US Engineering team, remotely supported by technical experts in Belfast who are dedicated to designing and building television systems for customers worldwide.

You must be prepared to travel frequently in the Americas and to Europe.

### RESPONSIBILITIES

The successful candidate will be part of the Atlanta based Engineering team supporting the sales, delivery and maintenance of Latens portfolio of highly innovative products and solutions to new and existing customers. Primary responsibilities include:

- Systems Engineering team member, responsible for the design, delivery and support of software solutions in the digital pay television market.
- Coordinate customer activities; technical and project meetings, project planning for custom development, delivery, integration and testing.
- Interface on a deep technical level with partners who provide network equipment, set-top boxes, video servers, client middleware, billing systems and other IPTV components and services.
- Work closely with the customer and partners to resolve critical technical issues.
- Communicate effectively with the Product Management and Engineering teams in Belfast to drive through new market and customer specific developments.
- Provide training to staff and customer personnel in configuration/operation of Latens solutions.
- Provide a technical interface for Solution Partners on customer projects and ongoing support activities.
- Be creative and innovative in resolving issues and finding solutions to maximize opportunities for customers and Latens.
- Work with the Sales team to develop a strong pipeline of sales activity with strategic accounts across the Americas region.
- Be the technical lead in supporting sales meetings, presentations, bids, RFPs/RFIs, as required.



- Present and articulate product features, benefits and advantages, future product direction and overall solutions including integration with technical partners.
- Create strong relationships with technical management in nominated accounts.

### **Professional skills**

- Strong communication skills (verbal, presentation and written).
- Strong interpersonal skills with a consulting approach to solving technical problems working with customers and partners.
- Experience in software delivery and configuration to customers in complex integration environments.
- Project delivery skills – communication, process discipline, and customer management capabilities.
- Ability to manage multiple sales, delivery and support activities at the same time.
- Experience in working for startup technology companies with great growth opportunity.
- Highly motivated self starter and team player with consistent track record of taking initiative in learning new technology and in supporting customer requirements.
- A positive, 'whatever it takes' attitude.
- Strong references.

### **Technical Skills**

- Technical / Project Management / Technical Sales background in the software/ telecoms industry.
- Experience in building, integrating, and deploying complex systems.
- Technical depth and breadth in one or more of the following disciplines: IP Network technology and infrastructure, conditional access, digital set-top box OS/middleware, interactive TV, DVB/ATSC technology.
- A broad understanding of how major components fit into an end-to-end video broadcast system.
- Broadband networking equipment and technologies (xDSL, gigabit Ethernet, fiber loop, etc.) from major network equipment providers.

Experience with client and server side development on Linux using C/C++, and with a variety of internet related protocols and technologies (SSL, XML, HTTPS, HTML and Java Script).

**Education Required:** Bachelor's degree in Electrical Engineering or Computer Science is required.

**Application Procedure:** Please send your Resume to: [jobs@latens.com](mailto:jobs@latens.com) stating where you heard about the vacancy.

