



Address : Units 501-502, Building 12W
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Phone : +852 3905 1880
Fax : +852 3695 0820
Email : info@p2wt.com
Website : www.p2wt.com

Job Posting #: 1702081

Job Title: Technical Support Manager

P2 is a leading wireless mesh technology company offering flexible and expandable network solutions for bandwidth-demanding applications and mission-critical infrastructures. P2 revolutionized the way devices are connected. MeshRanger, our flagship product is ingeniously engineered with our patented MeshInfinity Technology to create "Smart Virtual Fiber" that eliminates the constraints of extensive fiber optic cabling to enable an easy and rapid deployment. P2's flexible mesh architecture provides high bandwidth, low latency and self-healing connection that meets the most demanding connectivity requirements. P2's wireless mesh network is crafted for simple setup and robust transmission almost anywhere.

Position Summary:

The candidate will be responsible to lead a technical team of pre-sales, design and after-sales support of P2 Wireless products and business.

Job Duties:

- Perform strategic consulting, engaging enterprise clients to discover new opportunities.
- Facilitate discussions with both business and technical stakeholders to extract business requirements and present a technical vision & solution that meets customer and project needs.
- Elicit high level business and technical requirements, and evaluate, scope and propose appropriate solutions.
- Communicate complex topics regarding solutions to audiences without deep technical skills.
- Perform in-depth and high-level technical presentations for customers and prospects.
- To provide technical/project consultancy in support of sales at client meetings and on conference calls.
- Responsible for Pre-sales project management from requirement capturing, design to implementation.
- Maintain knowledge of other market players within domain to leverage complementary offerings in solutions and be able to effectively compare and contrast competitive and alternate offerings.
- Maintain skills and stay up to date with industry and technology trends including relevant industry certifications with domain area.
- Achieve high levels of customer satisfaction at all times.
- Periodic reporting with Sales teams on pre-sales progress and development.



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Requirements:

- Higher diploma or above in Computing/ Information Technology/ Telecommunications/ Electrical & Electronics Engineering or related discipline.
- Minimum 5 years of experience in a pre/post-sale support in IT, telecommunications or data networking industry in APAC region as a team lead or other managerial position.
- In-depth knowledge of Computing Networking and Wireless technologies.
- Customer focused with a strong analytical problem-solving mind.
- Highly motivated, result-oriented and dedicated person who initiates appropriate actions and strategies.
- Ability to provide clear instructions to team members and formulate strategies in problem solving.
- Excellent presentation and interpersonal skills.
- Good command of both spoken & written English and spoken Chinese.
- Willing to travel in short notice.
- Job Location: Hong Kong.

If you are interested to join us, please forward your resume to jobs@p2wt.com.