



The Philadelphia Inquirer

Rajant Corporation is a 2024 Top Workplace!
4 Years Running



Sales Engineer - Australia

RAJANT CORPORATION, the 20+-year leader in industrial wireless patented Kinetic Mesh® networking solutions, is redefining real-time connectivity with resilient Smart Routing technology, ensuring secure, dynamic, and uninterrupted data flow for industrial autonomous and mobile operations across various industries.

From robotic and vehicle autonomy to asset tracking, health and environmental monitoring, smart lighting, BMS, and industrial automation, Rajant's military-grade secure, AI-powered wireless mesh networks deliver adaptive, always-on connectivity for high-stakes environments.

Rajant's mission-critical systems are in use by indoor and outdoor industries such as Warehouse and Factory Automation, Robotics, IIoT, Mining, Rail, Ports, Energy, tunnel and underground communications.

Overview: Rajant is seeking a **Sales Engineer** to work with both the Sales/Business Development team as well as the Development/Engineering team to bring Rajant Technology to the field in support of various wired network environments as well as evolving RF conditions in Rajant's industry-leading mesh networking products. This is a Remote Work role and we require a candidate who resides in Australia. Moderate amount of travel is required (~40%).

Primary role of a Rajant Sales Engineer:

- Conduct network audits and site surveys of customer sites.
- Work with the Sales Team in region to enable sales
- Quality control and "Sanity Check" of leads and opportunities
- Provide technical product support to Rajant Partners and support end customer via partners
- Provide training and product info sessions when required to effectively enable Partners to support and promote Rajant solutions
- Assist partners in developing solutions, based on the Rajant product portfolio, in such a manner that they become self-sufficient and proficient in performing network design functions
- Identify and qualify possible additional Rajant Partners whilst still being cognizant of the current market / channel dynamics;
- Identify and penetrate additional market verticals (military, transport, agriculture, municipal, public services etc.) by guiding / enabling existing Partners

Knowledge & Experience: (Minimum 3 years as a Sales Engineer with Wireless Networking/RF)

1. Very good understanding / experience with wireless data communications and network solution design:

- Solid understanding of the OSI model, especially how Wireless and Cabled technologies function on PHY and Media Access layers.
- Solid experience with wireless technologies like 802.11 and FWA / FDD Microwave PtP and PtMP systems.
- Solid understanding of RF physics wrt. RF link budgeting (Tx power, antennas, losses, connect rates etc.).
- Good experience with Wireless planning tools (Radio Mobile, MLinkPlanner, Ekahau or similar).
- Good experience with wired Ethernet (UTP copper and SM/MM fiber).
- Good experience with Managed Layer2 networks (VLANs, Spanning Tree etc.).
- Good understanding of general TCP and UDP based applications (retransmissions, session-based vs session-less etc.).

2. Solid understanding / experience with wireless / networking projects (phases - scope, design, etc.)

- Typical tasks in the various project phases of a wireless network project.
- Good understanding of how to define application requirements required for project scoping and network performance planning.
- Good understanding of how to compile a BoQ/BoM without neglecting necessary accessories and sub-components.



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3. Must be able to present / communicate with customers (customer facing)

- Must be fluent in English. Candidates with more language capabilities will receive preference.
- Very good writing skill in all fluent languages. Must be able to concisely and efficiently communicate in writing.
- Good experience with Microsoft PowerPoint.
- Good verbal and in-person presentation skill.

Education:

- Bachelor's Degree (or equivalent) in Network Engineering/RF/Wireless Engineering/ Systems Engineering.

Why Join Rajant?

- **Be part of a cutting-edge tech company** leading the charge in resilient, AI-driven, real-time connectivity solutions.
- **Work with a team of visionaries**, engineers, and storytellers dedicated to reshaping industries through adaptive networking.
- **Gain global exposure**, selling to diverse industries and collaborating with some of the world's most innovative companies.

Contract details:

- Contract is permanent
- Remuneration happens via international bank wire transfer to bank account of your choosing
- Remuneration will happen twice a month (mid-month and month end, a 50/50% monthly remuneration split)
- Remuneration package is based in USD and therefore subject to Forex fluctuations
- Contractor is expected to handle their own income tax, banking expenses and personal health insurance
- Contractor will be issued with a company Laptop
- Contractor will be expected to use the company expense system to get reimbursed for approved business expenses
- All business-related travel expenses will be reimbursed according to Company Expense Policies (incl Flights, Transport, Accommodation, Meals, Travel Insurance etc.)
- Insurance / Travel insurance and communication costs for business purposes can be expensed
- Salary is negotiable for candidates with more experience, skills and language proficiency
- In addition to base salary, quarterly discretionary bonuses are also available. Quarterly bonuses are at the full discretion of RAJANT and is dependent on company performance.
- Salary bracket information will only be disclosed to validated applications that meet the stipulated job requirements.

Employment Type: Contractor, Full-Time. **Location:** Remote. Based in Australia.

Training: Online Technical & Sales Training must be completed within the first month of employment.

Apply: Introduce yourself w/ cover letter & resume to: jointheteam@rajant.com.

Rajant Corporation is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, gender, national origin, age, physical or mental impairment, sexual orientation or any other category protected under federal, state or local law. Rajant is a USG Contractor and complies with all US laws, regulations and Executive Orders.