RAJANT





Sales Engineer – USA

RAJANT CORPORATION is the global leader and pioneer of patented **Kinetic Mesh®** networking, powering mission-critical connectivity for autonomous systems, industrial operations, defense, mining, manufacturing, energy, logistics, and other demanding environments worldwide. For more than 25 years, Rajant has helped organizations connect people, machines, assets, and data through its **Mesh-Over-Everything™** architecture and distributed edge computing platform.

Together with its subsidiary, **Rajant Health Incorporated (RHI)**, Rajant is advancing Industrial AI, automation, mobility, and real-time operational intelligence—bringing resilient connectivity wherever people, machines, and data move.

POSITION OVERVIEW: Rajant is seeking an experienced **Sales Engineer** to support U.S. Sales and Business Development teams, customers, resellers, and channel partners. This customer-facing role combines wireless/RF expertise, solution design, field validation, partner enablement, and technical sales support.

KEY RESPONSIBILITIES:

- Partner with Sales & Business Development to qualify opportunities and develop Rajant network solutions.
- Conduct site surveys, network audits, RF assessments, solution design, and performance planning.
- Support Proofs of Concept, demonstrations, field trials, deployments, and technical troubleshooting.
- Provide technical support, network design guidance, and training to partners, resellers, and customers.
- Develop network architectures, RF link plans, bills of materials, and technical documentation.
- Collaborate with Sales, Engineering, Product, and Support; travel to customer and partner locations as required.

REQUIRED QUALIFICATIONS:

- 3+ years of customer-facing Sales Engineering, Solutions Engineering, Field Engineering, or similar experience with wireless networking and/or RF systems.
- Strong knowledge of 802.11 wireless networking, RF fundamentals, link budgeting, antennas, interference, and network performance.
- Working knowledge of Ethernet, Layer 2 networking, VLANs, Spanning Tree, and TCP/UDP concepts.
- Experience with network design, site surveys, Proofs of Concept, and field troubleshooting.
- Strong customer-facing communication, presentation, and technical training skills.
- Ability to travel within the U.S. and occasionally internationally and obtain a U.S. security clearance when required.

PREFERRED QUALIFICATIONS:

- Wireless planning tools such as Radio Mobile, MLinkPlanner, Ekahau, or similar.
- Microwave PtP/PtMP, fiber, industrial networking, or mission-critical communications experience.
- Cisco CCNA/CCNP or comparable certification; experience in industrial automation, robotics, IIoT, mining, energy, or defense.
- Linux and edge computing: Hands-on Linux system administration, networking, SSH, troubleshooting, and software deployment on ARM/x86 platforms such as Raspberry Pi and NVIDIA Jetson.
- Containers and distributed computing: Familiarity with Docker, containerized applications, service discovery, and deployments across edge nodes, including disconnected operation and resilience to network or node failures.
- Systems and application integration: Working knowledge of REST APIs, MQTT, JSON, and IoT protocols; integrating third-party sensors, industrial systems, cameras, and applications. Basic Python or shell scripting is a plus.
- AI and edge intelligence: Understanding of AI inference, computer vision, LLMs, GPU acceleration, and deployment and integration of AI applications on edge hardware; AI model development is not required.
- Solution architecture and deployment: Ability to design end-to-end solutions across connectivity, compute, data, and applications; set up demonstrations, deploy applications, troubleshoot integrations, and support customer PoCs.
- Security: Familiarity with secure connectivity, authentication, certificates, encryption, and zero-trust principles in distributed and disconnected environments.

CANDIDATE PROFILE: Technically credible and customer-focused, with the ability to translate application requirements into practical network solutions and communicate effectively with technical and non-technical audiences.

WHY JOIN RAJANT?

- Work with patented Kinetic Mesh® technology supporting mission-critical connectivity where traditional networks fall short.
- Collaborate with customers, partners, engineers, and sales teams across diverse industrial, autonomous, and defense applications.
- Help shape real-world solutions at the intersection of resilient networking, mobility, edge intelligence, and Industrial AI.

200 Chesterfield Parkway ● Malvern, PA 19355 ● tel (484) 595-0233 ● fax (484) 595-0244

www.rajant.com

RAJANT





RAJANT'S COMPANY PROFILE: www.rajant.com

Our patented InstaMesh Kinetic Mesh technology powers mission-critical operations around the world:

- Autonomous mining equipment across global sites.
- Robotics in factories and warehouses automating repetitive and dangerous tasks.
- Boston Dynamics' Spot® the Robot Dog and various aerial drones.
- Oil and Gas connectivity and Maritime Port automation worldwide.
- Mission-critical communication systems trusted by the U.S. Army to keep America and our Global partners safe.

READY TO BUILD WHAT'S NEXT? **If you're ready to help customers solve complex connectivity challenges with resilient, mobile networking technology, we'd love to hear from you. Apply Today.**

Reports to: SE Director, Americas. **Employment Type:** Full-Time with benefits. **Location:** Remote. US-based. Near an airport. **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.