SALES ENGINEER (M/F)

CastLabs is one of the key players in the fast growing online video delivery market. We offer exciting technologies on the leading edge of digital video by providing software and cloud services to online retailers, distributors, and system integrators. Our range of offerings help businesses worldwide deliver premium movie and TV content to their customers for high-quality video experiences across multiple platforms.

To assist with our growing client-base, we are looking for a Sales Engineer. With your experience you'll expand our *sales team* by educating clients about the value our products and services will provide them. This will also extend to helping them understand their technical details. In addition, you'll work with our partners to contribute to the integration of next-generation delivery systems to create the digital video services of tomorrow.

As a Sales Engineer, you will work with clients primarily in the USA, European, and Southeast Asian markets. While you will mainly work with clients remotely, occasional travel to meet with customers will be part of your role. Taking part in trade shows, seminars, and conferences will also sometimes be required.

You are a self-starter who enjoys working in an international team environment across multiple projects. Your role will span all aspects of the sales cycle including: networking, pre-sales discussions, requirement specifications, deal-closing, and integration support.

You will be part of a highly-qualified and motivated team of experts working with leading companies in the technology and online movie/TV entertainment industry. We offer a flexible working environment with a high level of employee empowerment and responsibility as well as attractive remuneration and benefits.

Requirements

> A higher-education degree (university, technical college), preferably in information technology
> Excellent English language ability
> Experience in at least one of the following development technologies: Python/Django, Java, JavaScript
> Knowledge of internet technologies (TCP/IP, DNS, routing, Linux, security, hardening, encryption standards) and mobile apps (Android, iOS)
> Knowledge of streaming/OTT technology, which may include:
>> o video (e.g. MPEG-DASH, HLS, Smooth Streaming, HTML5, encoding)
>> o audio (e.g. AAC, Dolby, DTS)
>> o DRM (e.g. Microsoft PlayReady, Google Widevine, Adobe Primetime)
> Experience in a comparable position
> Organized, committed team player, excellent communicator, and a willingness to learn

Nice to haves

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> Understanding of AWS cloud computing

What we offer

> A startup work environment in an established company
> Open-minded and friendly team from all corners of the world
> Home office/remote work possible
> Stock options

If you feel you are a good match for this position then we look forward to receiving your PDF application including your resume, project history, expected salary, and terms of notice.

Please send your application to: hr@castlabs.com.

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