



Sales & Deployment Engineer

Title: Sales & Deployment Engineer

Reports to: Chief Technology Officer

Location: Los Angeles, CA

Beers Enterprises, LLC (“The Switch”) founded in 1991, is the largest privately held video solutions service provider in North America. The Switch is recognized as the industry leading pioneer of video solution services through our innovative fiber optic network and currently provides advanced video switching and local fiber circuit services, scalable Ethernet, and *Home Runs* remote production via its *Five Nines Service* across the United States, United Kingdom, and Canada. The Switch was awarded a U.S. system patent for customer-controlled video data content delivery, the 2013 New Bay Media Product Innovation Award for Switch-IT, and the 2012 Broadcast Engineering Excellence Award for Network Automation. The Switch has experienced explosive growth and offers a fast paced and dynamic work environment with a focus on exceeding both individual and team expectations. Our customers demand “Unparalleled Quality” and *FiveNines* reliability from our network and it is our corporate responsibility to satisfy their expectations by continuing our expansion in services and network reach, while remaining cost effective. The Switch has facilities at every NHL, NBA, MLB, MLS, and NFL venue, and each one is unique.

Learn more about us at: www.theswitch.tv.

The Switch is seeking an experienced Sales & Deployment Engineer to contribute to the growth and success of our Company. This position will report to the Chief Technology Officer and will be responsible for providing pre-sales and post-sales technical expertise.

Principal Responsibilities:

- Gathers technical requirements from potential customers and responds to RFPs with proposals, budgets, plans, schedules and designs.
- Serves as a subject matter expert when deploying a new solution to The Switch’s Operation team.
- Develop engineering specifications and documents to maintain current documentation of proposed customer configurations.
- Identify all technical issues of assigned accounts to ensure complete customer satisfaction throughout all stages of the sales process.
- Ability to articulate technology and product positioning to customers and prospects.
- Collaborates with Operations to create documentation for the sustaining support of new technology.
- Researches and develops new services and delivery techniques that capitalize on existing infrastructure and cut costs while providing the same level of the SLA.
- Provides tier 3 evening support for OTT and traditional systems.
- In depth knowledge of contribution encoding via JPEG-2000, Mpeg-2, Mpeg-4, h.265, VP9/AV1, as well as MCPC and SCPC Mpeg-2 transport stream configurations.
- Participate in Tier 2 level support and configuration of Linux servers.
- Responsible for hands on configuration testing and support for POCs and active systems.
- Interact directly with customers on a routinely basis.
- Participates in tactical and strategic account planning.
- Maintain and grow personal knowledge in related fields.



Qualifications/Skills:

- 5+ years prior experience is required.
- Bachelors degree in Engineering or related field.
- Experience with Autocad, Visio, Appleworks and other related softwares.
- Cisco CCNA Certification preferred.
- Strong understanding of HLS, DASH, DRM, Smooth, Flash, H.264, H.265 video streaming and encoding technologies.
- Basic understanding of CDN platforms and technologies, Wowza and Elemental Live encoding.
- Extensive knowledge of video IP contribution over private multicast networks and alternative compressed transport methods including Zixi, SRT and ARQ.
- Competitive, self-driven, self-motivated, goal oriented and confident individual.
- In-depth industry knowledge.
- Friendly presence and helpful attitude; excellent interpersonal skills and ability to work well with others.
- Outstanding attention to detail and ability to thrive in a multi-tasking, fast-paced environment.
- Excellent written and oral communication skills.
- Excellent problem solving skills.

Our employees are our greatest asset. We offer a corporate culture that provides a personal challenge and rewards our employees for their successful efforts. We strive to provide our employees with a wide array of the industry's leading benefit packages and human resource services.

Schedule and Compensation:

- Full-time
- Comprehensive Benefits Package
- Salary based on experience