



Company Information:

Clearfield, Inc. designs, manufactures and distributes fiber optic management products, helping service providers reduce the high costs associated with deploying, managing, protecting and scaling a fiber optic network to deliver the mobile, residential and business services customers want. Based on the patented Clearview® Cassette, our unique single-architected, modular fiber management platform is designed to lower the cost of broadband deployment and maintenance while enabling our customers to scale their operations as their subscriber revenues increase.

Clearfield provides a robust total compensation package including base salary plus annual incentive bonus, comprehensive medical, dental and vision insurance, company paid life insurance, short-term and long-term disability insurance, 401(k) Safe Harbor plan with up to 4.5% match on first 6% of employee contribution, and Employee Stock Participation Plan providing employees discount purchase in Clearfield stock (NASDAQ: CLFD).**

Innovation is a cornerstone of Clearfield, Inc.'s work environment. As part of our team, you will work in a collaborative, customer-focused culture where your voice is heard, your contribution is rewarded and you can see every day the impact of your work. Join Clearfield, and show us your talent!

Position Title: Sales Engineer, Active Cabinet Broadband Team

Position Objective: Provides technical expertise for support of Active Cabinet for the Broadband Communities team to identify new or improved product and facilitate business development.

Position Description:

1. Supports the process of matching customer requirements with appropriate products
 - a. Communicate with sales or directly with customer to identify product application, specifications, and delivery requirements.
 - b. Review specification documents for accuracy
 - c. Creates, recommend application specific product and solutions
 - d. Develops product/project demonstrations and quotes
 - e. Work closely with Product Management and Engineer for New Product Introduction
2. Product and Sales Support with the end-customer
 - a. Work with the customer and sales to support new product
 - b. Supporting new product and process development and introduction
 - c. Training and assisting staff and assembly team with new processes or improvements
 - d. Liaison with sales and customer to resolve issues
 - e. Work closely with Inside Sales and Regional Managers to quote product
3. Prepare and maintain documentation relating to work activity
 - a. Develop presentations material and/or documentation for sales or customer
 - b. Provide data for technical bulletins and promotional literature.
 - c. Develop and model performance characteristics of existing and new products.
 - d. Communicate product updates to customers and sales team
4. Performs other responsibilities as apparent or assigned

Position Requirements:

- Engineering education preferred with major emphasis on Telecomm product support and customer communication skills.
- Related experience including customer service/support in an ISO based manufacturing environment
- Excellent written and oral communications skills with emphasis on inter-personal communications skills
- Experience with Outside Active Cabinets and OSP wireless experience in the Tier 2 and Tier 3 market preferred.
- Experience with Wireless and Wireline market
- Remote location ok.
- Travel at least 50% of the time during launch of new products.

January 2020