Solutions Architect for Networking, Security and Voice

Position Overview
Powernet has an exciting opportunity for an experienced and accomplished Solutions Architect for Networking, Security and Voice in the Cincinnati, OH area.
We seek an innovative technical engineer to develop custom-designed technology solutions that help customers, improve service levels, increase revenues and gain competitive advantages. Powernet offers end-to-end, enterprise-class IT solutions, including small to large scale networking, security, server and storage, voice and call center, cloud and hosting, managed services and support services.

Responsibilities
The Solutions Architect for Networking, Security and Voice is the primary presales technical resource for the sales team and is responsible for actively driving and managing the technology evaluation and proposal stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for our products. This includes being able to articulate technology and product positioning to both business and technical users, being able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process, and being able to establish and maintain strong relationships throughout the sales cycle. There will also be times where these individuals assist with implementing these solutions as well as project management of client projects.

The Solutions Architect for Networking, Security and Voice supports the sales force in attaining their stated revenue objectives by providing pre- sales technical assistance for network infrastructure, security and voice solutions. The Solutions Architect for Networking, Security and Voice provides detailed Network/Application design, engineering recommendations, Bill of Materials, Scope of Work and network consulting for the opportunities that are identified by the sales team.

In conjunction with the sales professionals, this position is also responsible for assisting with network and application discovery of the customer's current internetworking architecture, providing network design, consulting advice regarding hardware, software and connectivity into the existing customer environment as a potential solution and technical sales support for proposal development and presentations. The Solutions Architect for Networking, Security and Voice serves as the Subject Matter Expert (SME) to the sales teams for infrastructure, network and software requirements.

Required Qualifications
- Bachelor's degree -OR- 5+ years professional work experience.
- 7+ years hands-on IT experience with network solutions and architecture.
- 3+ years experience as a Presales Engineer or related operational Engineering role.
- 2+ years experience interfacing with customers and providing technical solutions.
- Must have and maintain a valid driver's license, insurance, and have access to reliable transportation.
- Ability to travel up to 30% or as business needs dictate.

Other Qualifications
- Experience with consultative selling or solution-based sales in a technical field.

- Preferred vendor product knowledge: Fortinet, Ruckus/Brocade, Genesys, Meta, Cisco, HP/Nimble, Vmware, Microsoft, Radwin, Velo, Avaya.
- Fortinet NSE4-NSE8
- CCNP or CCDP (in networking, wireless or security)
- Experience with hosted or cloud UC technologies
- Strong understanding of network technologies and applications
- Strong understanding of voice and call center technologies and applications.
- Familiarity with Wireless Networking infrastructure and RF design best practices
- Understanding of network based systems and appliances such as firewalls, routers, switches, and load balancers.
- Ability to interface effectively with customers and internal departments such as engineering and operations at the technical level to deliver a solution that serves the customer's needs.
- Ability to gather relevant facts and develop and successfully pursue a business case including revenue opportunities, network diagrams and capital requirements.
- Ability to communicate directly to technical teams and provide network and collaboration architecture layout based on solutions' performance needs.
- Excellent communication skills (written & verbal presentation).

Job Type
Full-time

Pay
$100,000.00 - $130,000.00 per year

To Apply, visit: https://powernetco.com/careers