



JOB TITLE: PRESALES CONSULTANT & SOLUTION ARCHITECT – WIRELESS NETWORKS
DIVISION: INTECHNOLOGY WIFI
JOB LOCATION: HARROGATE
REPORTS TO: OPERATIONS ASSOCIATE
DATE: AUGUST 2017

Network/WiFi/Security/Presales

Overview of Role

An opportunity for an experienced Network Architect and Presales Consultant has arisen within a market leading WiFi Services Company. The architect will be responsible for capturing customer requirements and designing and proposing robust supportable WiFi network solutions across a range of venues, outdoor events and town centres. The role will be aligned with the sales team in a presales capacity so must have experience in a similar role.

Key Responsibilities

- To support the sales team with the technical qualification of an opportunity to ensure that it aligns with intechologyWiFi's target markets, propositions and capabilities
- To work with both public and private sector organisations to provide technical responses to large scale tenders
- To work with and manage, where necessary, internal technical teams
- To articulate both through professionally written submissions and orally delivered presentations complex designs, technologies and solutions to both technical and non-technical customers in order to communicate the associated features and commercial benefits
- To undertake both High and Low Level Designs working alongside the existing technical teams
- To develop customer relationships at a senior IT/IT Director level to position intechologyWiFi's value proposition
- To work closely with the existing WiFi manufacturer and develop relationships at all levels.

Requirements -MUST have-

- Extensive experience working with various network hardware (both wired and wireless networking)
- Highly knowledgeable around Cisco switching and routing products and a variety of wireless manufactures (Alvarion, Ruckus, Maru, Cisco)
- 5+ Years experience working within a Presales capacity
- Proven track record of producing HLD, LLD
- Experience in driving business development
- Very customer facing with a proven track record
- Experience working with a re-seller
- Thrives in a sociable culture/business

Desirable

- Related Cisco network qualifications
- Related Cisco security qualifications
- Knowledge of WiFi survey tools (AirMagnet, Ekahau)
- Degree in a related computer science or equivalent experience

Person Specification

The ideal candidate will be able to demonstrate the following skills, attributes and experience:

- At least 5 years experience in IP networking, across a broad range of telecommunications products aligned with the strategic needs of the business
- Demonstrate an expert understanding of WiFi technologies, the products within the industry and the vendors USP's
- Established and successful in a commercial environment, with at least 2 years experience in a Customer-facing Pre-Sales design role and the understanding of engineering, sales principles and practices, and Network design necessary to translate customer requirements into strategic proposals, clearly articulating the range of possible solutions and mindful of strategic development needs of their business.
- Demonstrable capability and confidence in communicating with senior management up to and including board level.
- Comprehensive understanding of a selection of vendors portfolio's such as Cisco, Ruckus, Meru, but not limited to those suggested, plus at least one of the following:
 - WAN design (architectures, CPE and Carrier Services)
 - A solid understanding of media content and the impact it can have within IT solutions
 - Cisco, Meru or Ruckus solutions
 - Security
 - Storage Solutions
- Strong skills in: Customer Care; Time Management; Presentation skills; Communications (oral & written); IT applications.

ISO

Responsible for ensuring that they are aware of the security policies and procedures of the Information Security Management System (ISO27001) and how these specifically relate to the information resources they have access to. All security events, whether suspected or actual, must be reported immediately to the Information Security Manager on detection, without exception, including underperforming or broken processes that may lead to information leakage or a security breach.

Hours of work

The company's standard hours of work are 9.00am – 5.30 pm with one hour for lunch, however due to the nature of the role some flexibility will be required in order to ensure business requirements are met.