

Solutions Engineer

POSITION SUMMARY:

The **Solutions Engineer** is the technical lead on the account team. This person is responsible for technical and business requirements discovery, network design and other OSHEAN services. The Solutions Engineer is responsible for providing technical expertise in the effort to support the efforts of OSHEAN members; assisting in business development and cultivating and maintaining positive member relationships; working closely with members on a daily basis to inform and educate them to the benefits of membership and the services provided. The Solutions Engineer will also support strategic partnerships to ensure effective outreach in support of services offered. The position requires remaining current on service and product offerings, market trends and an understanding of competitive services and options. Positions will also assist management in the development and evaluation of various business cases taking into account current economic situations, industry trends and shifts in OSHEAN member base and resources.

KEY RESPONSIBILITIES:

- Present OSHEAN service offerings to current and perspective customers during meetings, conferences and seminars.
- Collaborate with members to understand their goals, requirements and objectives.
- Develop network designs and solution proposals.
- Respond to functional and technical elements of RFIs/RFPs.
- Act as a liaison between the members and Business Development, Member Services and Engineering Team during the design, construction, and installation process.
- Travel throughout sales territory (RI, MA) for Member meetings.
- Complete special projects and other duties as assigned.

QUALIFICATIONS, KNOWLEDGE, and SKILLS:

- 6+ years relevant experience in network and data center engineering
- 3+ years relevant experience in customer facing solutions engineering role
- Technical writing experience
- Must be a strong communicator in all media forms with the ability to eliminate sales obstacles through creative and adaptive approaches.
- Knowledge of Service Provider networks and IP technologies such as BGP and MPLS.
- CCNA, CCDA
- CCNP Preferred
- Knowledge of overall data center technologies with a special emphasis on virtualization and storage architectures
- VMware VCA
- VCP Preferred
- Awareness of network and application level security technologies and trends

EDUCATION:

Bachelors Degree in Computer Science, Engineering or a related field strongly preferred

Please send cover letter and resume to HR@oshean.org or mail to 6946 Post Road, Suite 402, North Kingstown, RI 02852, attention Human Resources