

/ Vacancy for Pre-sales Network Design Engineer

This is an exciting opportunity for an experienced industry professional to join and add value to an enthusiastic and dynamic team that are at the forefront of leading-edge Technology & Services

The role offers the successful candidate opportunities for ongoing development and training combined with an excellent salary and company benefits that include performance bonus, company car, pension, healthcare, life assurance, 25 days holiday and optional lifestyle benefits such as childcare vouchers and cycle scheme.

Working for:

An exciting, innovative and dynamic ICT provider that drives its innovation through a wide range of technologies and services to support our customers, from Managed Services supporting our WAN & LAN solutions, through to the latest IOT technologies in Smart City / Building Deployments

The job role:

Working as part of the Bid Team, the Pre-Sales Consultant is responsible for being the technical design authority on new projects and services to our customers covering IP Networking (LAN, WAN), Wireless Networks, Security, Unified Comms and Internet of Things Solutions

Responsible for actively developing and managing the technical element of each commercial opportunity both internally and with customers, the Pre-Sales Consultant plays a key role in delivering the company's technology vision through our solutions and services offerings.

Responsible for:

- Establishing and developing customer requirements and presenting solutions based on our product and solution portfolio and Pinacl's service wrap
- To become a 'trusted advisor' to Pinacl's crown jewels customers
- Supporting the team to deliver high level technical design (HLD) for all projects & services.
- Providing content for proposals and responding to PQQ/ITT's
- Responsible for generating equipment configurations and Bills of Materials (BoM)
- To provide a technical interface with our key vendors and partners
- Delivering technical workshops internally & externally to our clients
- Representing Pinacl at key industry events and seminars
- Adherence to the Company's Quality ISO9001 & Security ISO270001 policies

Having previous experience in a Professional Services and Pre-Sales Consultant role, the successful candidate will be ideally qualified to Cisco CCNA/CCNP/CCDP level as a minimum.

In addition, qualifications and experience in Meraki, Ruckus and Unified Communications would be an advantage.

Who should apply?

The successful candidate will have:

- The desire to be a team player in an innovative company that encourages all to "Make It Happen"
- A technical and commercial understanding of ICT projects including LAN,WAN and Wireless and a willingness embrace new technologies such as IOT.
- Excellent written and oral communication skills
- Excellent commercial acumen and the ability produce complex Bills of Material
- Organised and analytical with proven ability in problem and issue resolution
- A commercially focused results-orientated ethos, able to apply knowledge and skills in the pursuit of sales objectives
- A flexible approach, willing to travel and 'go the extra mile' to meet client and internal deadlines

How to apply:

Email CV and covering letter to recruitment@pinaclsolutions.com closing date **15th February 2019**. *We are an equal opportunities employer*