



A CANCOM COMPANY

Senior Infrastructure Pre-Sales – Networking & Security

Due to expansion, we're now recruiting for a Senior Infrastructure Pre-Sales to join our Infrastructure Pre-Sales team, which forms part of the wider sales division. You will be responsible for translating business requirements into IT infrastructure solutions, alongside our sales and other complementary functions.

You will also be focused around our current multi-vendor infrastructure strategy, with a go-to-market message based on the Modern Data Centre. It's important that the successful individual can demonstrate current knowledge of IT infrastructure space and has an appetite for continual learning, as this area continues to evolve on an almost daily basis.

Key Responsibilities:

The key responsibilities of the role include:

- Working with the sales teams and wider business to build and maintain customer relationships.
- Regular face to face customer engagements, interfacing with customer roles that range from IT and back-office operations, typically up to IT management level positions.
- Solution design and lead technical authority for aligned customers and projects.
- Proposal and solution design author or co-author for networking and security solutions.
- Co-author of associated project documentation, such as Statement of Works (SoWs).
- Continual personal and organisational accreditation/certification, to ensure presales knowledge and vendor requirements are maintained on an annual basis.

Skills & Experience:

Skills and experience that are core to the role include:

- At least five years' experience working in a customer facing presales role.
- Proven networking and security solution knowledge.
- Ability to demonstrate technical thought leadership in customer-facing situations.
- Commercial awareness in pre-sales process and throughout project lifecycles.
- A willingness to learn new technologies to assist customers on their transition to the modern data centre, i.e. software-defined technologies.
- A natural flair for delivering high levels of customer service.
- Demonstrating problem-solving skills but knowing when to draw on the immediate and wider team's collective experience and/or to escalate issues.
- Excellent communication skills both orally and written, with the ability to articulate a topic in a non-technical manner effectively.
- Excellent interpersonal skills, with the ability to work cross-functionally and interact confidently with multiple stakeholders.
- Excellent planning and organisational skills with the ability to prioritise, manage time effectively and work to tight deadlines.
- Ability to work both as an individual and a team player and understand the importance of collaborative working.

Knowledge Areas:

Experience working with multiple of the following vendor partners and their core portfolio offerings is essential:

- Hewlett Packard Enterprise / Aruba
- Cisco / Meraki
- Microsoft
- VMware
- Citrix

Additional Knowledge Areas:

Listed below are some preferred additional areas of knowledge and capability that would be advantageous for the role:

- Certifications in or exposure to; TOGAF, PRINCE2 and/or ITIL methodologies.
- Previous experience and future willingness to participate in thought leadership marketing, i.e. blogs, videos and social media activity.

Further Information

Provided below is information specific to the terms of the Infrastructure Architecture role being offered:

Location:	Field-based
Temporary or Permanent:	Permanent
Hours:	9:00 to 17:30 – Monday to Friday
Salary:	£60,000 (based on experience) plus a KPI Bonus.
Benefits and Perks:	Includes: 25 days annual leave, life assurance, healthcare cash plan, employee assistance programme, on-line discounts & savings platform, free parking, free fruit, spot bonus scheme, recruitment bounty scheme, free fruit Monday, dress down Friday, Fundraising, Sports & Social club.

Start Date: ASAP

Additional Requirements:

Provided below are some additional Infrastructure Architect job requirements:

- Must have the right to live and work in the UK.
- Any offer will be conditional on the successful candidate passing a CTC vetting process.



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- Must have a full UK driving license.
- Frequent UK and infrequent international travel.

To Apply:

Please email a covering letter (which includes salary expectations), along with your CV, outlining the skills and experience that make you the ideal candidate for this position.

Email: careers@ocsl.co.uk

We look forward to hearing from you.

About Us:

Join us at the forefront. Put your talent to the test. Make leaps in your field. OCSL is a creative, collaborative place to work, delivering transformative results with remarkable technology for remarkable clients, daily.

Working here is challenging, rewarding and exciting. We welcome adaptable, enterprising professionals and invest heavily in their development.