Position Overview

This position is to be the lead engineering resource for systems, virtualization and storage. This is both for internal use in Powernet's network as well as solutions designed and implemented for our customers. A thorough understanding of virtualization, Server operating systems, and storage area networks is required. This position will frequently interact with customers and be responsible for fulfilling the presales engineering roll for these products

Essential Duties and Responsibilities

- Assist sales account managers with overall account planning as it relates to technical aspects of hardware, software, and services opportunity development
- Collaborate with sales account managers on project management for complex presales engagements
- Complete technical sections for RFP/RFI/RFQ responses for assigned accounts
- Meet with key vendors to stay current on products and technologies
- Actively scope the technical solution required to address customer requirements, assess customers met and unmet needs and recommend solutions that optimize value for the overall partnership.
- Secure input from all necessary solution stakeholders within the customer firm.
- Coordinate closely with sales, support, and service resources to align solution design with customers business requirements.
- Monitor customer support for technical solutions proposed throughout the sales process and alerts the sales and account teams to potential risks of deal closure.
- Meet assigned targets for profitable sales growth related to the company sales quota.
- Develop and manage processes and procedures in support of Best Practices for Corporate IT systems
- Serve as a companywide system support liaison, advising, recommending solutions and processes company-wide.
- Design and implement Corporate IT systems and services and lead IT projects.
- Create specification for, adhere to standards and manage systems in support of disaster recovery policies on corporate IT systems.
- Day to Day end user IT support
- Management of the following platforms
  o Nimble Storage
  o Google Apps
  o Windows Server and AD functions
  o VM ware
  o Hyper-V
  o MS Licensing
  o Misc. Data Center Hardware
  o DNS
- Primary engineer resource for cameras and access controls
- Assist voice and/or network engineering staff with projects as needed.
- Support and promote the mission, values and principles of Powernet.

Education, Experience and Skill Requirements

- The minimum qualifications for consideration include a bachelor's degree in Computer Science, Information Systems or a related discipline plus two years of information technology related experience, OR an Associate degree and four years of IT related experience; OR six years of recent IT related experience.
- Server Engineer must possess 4 or more years of experience with the Windows Server platform, MSSQL Server, MS Exchange, MS Cloud Services, Active Directory, Microsoft Cluster Service,

Microsoft SharePoint Server, VMWare, HP Data Protector (or equivalent), Storage Area Networks, Shared Storage Systems, and Intel-based Servers.
- 3-5 years of server experience in a multiple server environment.
- Strong oral and written communication skills.

Working Conditions

The duties of this position are typically performed in an office setting with normal ranges of temperature and a moderate to high level of office background noise. Most duties are performed while sitting at a desk. Communication typically occurs through face-to-face interaction, as well as via e-mail, telephone and written correspondence. This job also requires the ability to use other office equipment such as copier, fax machine, etc. In order to perform this job, you must possess the following physical abilities:
- occasionally travel to meetings throughout the office and at other company office sites and client locations;
- frequently sit at a desk;
- frequently use hand/finger dexterity and hand/eye coordination to operate computer, telephone and other office equipment;
- frequent to constant repetitive key stroking while using computers;
- frequently communicate verbally and in writing with customers, vendors, co-workers and supervisors;
- frequently use organizational, analytical and problem-solving skills to manage high level of information and projects with varying degrees of priority, collect and research data, identify relationships and dependencies, summarize data and findings, resolve problems and generate reports;
- frequently use color vision and depth perception to navigate through variety of computer programs;
- constantly work in a team environment, effectively and efficiently achieving goals, improving processes and resolving problems; and
- occasionally work in excess of 40 hours per workweek, including night shift hours.

It is not possible to perform this job from home (telecommuting) without sacrificing quality and quantity of the work performed. You must be able to perform this job without posing a risk of harm to yourself or others.

Other Physical Abilities

Occasionally lift more than 40 lbs., occasionally reach overhead, frequently bend, stoop, twist, push and pull, frequently climb ladders, etc.