

Solutions Architect – Central Texas

Netsync is a highly innovative, IT systems integrator that strives to improve our customers' business. Our greatest assets are our employees, who allow the organization to deliver unprecedented customer satisfaction using some of the world's most advanced IT solutions. We are continuously seeking new talent to join Netsync's family of passionate and industry-leading team members. People who thrive at Netsync are motivated toward excellence, have a competitive spirit and winning attitude, are passionate about customer satisfaction, and place a high value on teamwork and ethical behavior. We offer a work environment that is flexible, with excellent opportunity for career development, and a competitive compensation package.

Netsync is looking for an experienced solutions architect who thrives in a fast-growing, team-centered work environment with a strong technical background and solves business challenges with advanced technical solutions.

Roles and Responsibilities:

- Provide technical expertise in customer engagements
- Contribute to team's ability to meet quota targets (revenue, profit)
- Create and deliver enticing proof-of-concepts/presentations/proposals
- Create high-level solution designs/architectures
- Translate business/technical requirements into actionable scope of work items
- Conduct effective customer meetings and gather/document/influence requirements
- Develop strong relationships with customers as a trusted technical advisor
- Develop rapport and strong positive relationships with various individuals within the customers', manufacturers', industry peers, and internal resources
- Discovery/identify potential new opportunities (wider and deeper)
- Articulate Netsync and OEM partners' value proposition
- Continually learn the newest technologies
- Lead alpha/beta testing and field trials
- Provide technical oversight on solution configuration, design, proposal, and deployment
- Effectively deliver training/knowledge sharing/transfer with both technical and non-technical audiences comprised of internal or external staff
- Assist with strategy development on how to best position technology internally and externally, including management, driving and reporting all corresponding architecture opportunities, and archiving financial targets related to revenue growth and gross profit

Successful applicant will have:

- Experience to meet the role responsibilities (usually 5+ years of experience)
- Technical depth core networking, routing, and switching infrastructure technologies
- Competency in other solution sets: wireless, security, collaboration, and data center
- Excellent client management/resolution and problem solving skills
- Strong communication skills
- Strong understanding of business drivers
- Self-motivation but can work well independently and as part of a team
- Experience translating business requirements to technical requirements
- Experience with SOW/BOM creation, scoping/pricing services
- Experience with design/network architecture
- Experience as sales engineer
- Experience with VAR, consulting, or other equivalent
- Experience with solution/financial justification (translating soft cost/benefits to dollar value, ROI, payback, TCO, hurdle rates, IRR, life-cycle return)
- Experience with competitive positioning
- Certifications in solutions Netsync provides is a plus from manufacturers or industry leaders

Location: San Antonio or Austin, TX

Education: A bachelor's degree or equivalent work is required. A master's degree is a plus.