

Network Solution Architect

Dublin based with Global remit

Objectives

Damovo Global Services (DGS) and Damovo Ireland are looking to expand our Pre-Sales team and we have an exciting opportunity for an experienced Network Solution Architect. This role will support both the DGS and the Damovo Ireland business. DGS predominately works with System Integrators in a "sell through" and a "sell with" capacity, whilst Damovo Ireland works directly with end clients.

The focus of this role is to support the Sales teams to identify and create opportunities to grow relationships with both new and existing clients. The Network Solution Architect will be part of the Pre-Sales team and carries the primary responsibility of establishing, qualifying, understanding and validating the clients' business and technical requirements to a sufficient level that enables them to translate these into a tailored communications roadmap. Each service offered should be "best fit" and targeted at meeting a clearly identified business requirement of the clients' organisation.

Services offered will vary in complexity. A key requirement of this role therefore will be to engage with Damovo's strategic systems integrators, partners and suppliers, and to lead multi-disciplined teams from within the client environment as well as appropriate support from within Damovo to build the final technical, service and pricing solution.

Key Responsibilities

- Validating designs and ensuring they meet the needs of the client.
- Assisting the sales team to understand the client's requirements and then to create relevant solution/service offerings.
- Engaging with Damovo strategic partners and suppliers to understand their offerings and how they translate to the Damovo proposition.
- Capturing and documenting business and technical requirements of the client and validating the design principles.
- Ensuring that technical input into proposals meets the necessary quality standard required to win the business.
- Owning the validation, design and documentation of the networking solution/service – liaising with the Service Operations team as appropriate to ensure proposals are in line with company capabilities.
- Becoming the clients' "trusted advisor" for their communications needs.
- Keeping abreast of technical, organisation, market, industry and business developments to ensure the challenges faced by the client can be fully understood.
- Obtaining and retaining technical accreditations as required for the role.

We are looking for someone who has an interest in driving the Networking business in conjunction with the Sales team. This exciting opportunity would suit an entrepreneurial and enthusiastic candidate who enjoys working in a fast-paced and autonomous environment.

Network Solution Architect

Dublin based with Global remit

Skills we are looking for

- At least 5 years' experience working within an ICT environment in a Pre-Sales capacity.
- A strong record of success in the design and delivery of complex integrated technical and service solutions.
- Data Networking and Datacentre qualification in a relevant Cisco certification (a minimum of CCDA) and/or Extreme Networks Certification (EDS).
- Experience in Cisco/Extreme network - designing and implementing switches and routers.
- Any other Pre-Sales accreditations would be an advantage, preferably Skype for Business.
- Experience in developing high-level designs.
- Ability to see and present 'the big picture', including the identification of business challenges, and the development of customised services to solve them.
- Excellent interpersonal, client facing, presentation and consultancy skills.
- Excellent report writing in both technical and business disciplines.
- Good analysis and design skills.

As this is a global role candidates must be flexible and be willing to travel to attend various customer meetings/presentations when required.

Why join Damovo?

- Rapidly growing international ICT company.
- More than 500 employees in an agile, fast paced environment with a flat structure.
- An exceptionally friendly and professional team of specialists in your department.
- Fast moving, agile organisation that recognises talent and nurtures potential.
- Flexibility with room to develop your own ideas and concepts.
- The opportunity to work with a diverse range of customers across the world.
- Global exposure dealing with major industry recognised partners.
- A permanent role offering excellent benefits – pension, healthcare, life assurance, home working flexibility.

If you find this opportunity of interest or would like to discuss further, please contact our HR Manager Laura Shortt at laura.shortt@damovo.com or call her on +353 83 0093876.