

Collaboration Solutions Consultant - Cisco UC

Location	London
Job Type	Permanent, Full Time
Years of experience	5+ years
Education Level	Bachelor's Degree (strongly preferred)
Career Level	Developing / Senior
Salary	Salary negotiable up to c £55,000, plus up to 25% commission scheme, pension, life assurance

Develop your Cisco UC and Video presales career with a proven Cisco Gold, VMware, EMC and Microsoft Partner.

Block Solutions is a dynamic technology solutions business that was recently ranked 35th in the 2011 Sunday Times TechTrack 100 fastest growing Companies, servicing clients ranging from city-based finance houses to large public sector organisations. Our core expertise is in Data Centre, Collaboration and Network Systems.

We are seeking an expert in Cisco Unified Communications with experience in designing and supporting the sales of enterprise-class Collaboration and IP Telephony solutions.

Responsibilities will span the entire presales lifecycle with a focus on design work and building a 'trusted advisor' relationship with prospects and customers. There may also be an element of billable, high-level design.

Specific responsibilities include:

- Technical input into bid documentation, RFIs, RFPs, with overall responsibility for the content, particularly the technical and solution design sections
- Attend prospect meetings where appropriate remit to build Block's technical credibility across all levels within the customer and become seen as a 'Trusted Advisor'
- Leadership and individual contributor roles during the design and of solutions (role will vary depending on size and complexity of project)
- Ensure ongoing certification according to assigned roles within Block's vendor accreditation programmes

- Thought leadership within Block's engineering, sales and marketing community (within sphere of expertise), to include:
 - Staying up to date with technology trends and market developments
 - Building peer relationships with vendor consultants
 - Working with marketing and sales to develop campaign collateral and scripts
 - Mentorship of more junior engineering staff, together with knowledge transfer
 - Facilitating customer workshops and leading requirements gathering activity

The ideal candidate will have an IT or Engineering related degree and will have proven experience of designing and deploying enterprise Cisco UC solutions centred on CallManager. Candidates with relevant certifications will have a distinct advantage (CCVP, CCNA voice etc). Candidate CVs should demonstrate that experience and skills reflect their levels of qualification. Experience of integrating Cisco UC with video conferencing or Microsoft solutions such as Exchange, Lync or OCS will be of particular interest.

The successful candidate will have a demonstrable track record of career progression to date. Candidates should be able to work responsibly under their own initiative, have a determined approach to solving problems and must have excellent customer facing and documentation skills.

Due to the requirement for constant oral and written communication with customers, **excellent spoken and written English language skills are essential**, and this should be demonstrable from your application. Examples of previous documentation in English will be requested during the selection process.

Block is committed to equal opportunities and does not discriminate on grounds of age, gender, race, religion, disability or sexual orientation. We are ISO9001:2008 certified.

To apply for this position, please send a CV and covering note to careers@block-solutions.net. Please note that we can only guarantee a response to successfully shortlisted applicants.

No Agencies Please