

Data Centre Solutions Consultant

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| Location | Crewe CW1 6GL |
| Job Type | Permanent, Full Time |
| Years of experience | 5+ years |
| Education Level | Bachelor's Degree, or Equivalent experience |
| Career Level | Developing / Senior |
| Salary | Salary negotiable up to c £55,000, plus up to 25% bonus / commission scheme, pension, life assurance |

Develop your data centre presales career with a proven VMware, EMC, Cisco 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 a data centre technologist with experience in designing architectures and supporting sales of enterprise-class virtualisation, server platform, storage area networks, end user computing and archiving and backup solutions.

Responsibilities will span the entire presales lifecycle, with a focus on design work and building a 'trusted advisor' relationship with customers.

The desired candidate will provide technical leadership and class-leading solutions for data center technologies and supporting initiatives. Coordinating with other architectural teams, (virtualisation, network, server, etc.) to design, build and deploy complete solutions, your focus will be to engage closely with the customer to ensure business requirements are clearly addressed by proposed technical solutions.

Specific responsibilities include:

- Architect and design enterprise data centre solutions that meet business requirements.
- Coordinate and collaborate with other technical architecture and engineering teams.
- Assist in defining strategic technology direction and solutions, providing input in selecting technology suppliers and partners.
- 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'.
- Evaluate industry best practices and develop technology roadmaps.
- Establish strong relationships with key technology suppliers to ensure successful project implementations, address any technical issues and to influence the development of future capabilities.
- Prepare design documentation including reference architectures, detailed design diagrams, design assumptions and considerations, etc.
- Conduct stakeholder and customer presentations, product demonstrations and technical support as needed.
- Leadership and individual contributor roles during the design and delivery of solutions (depending on size and complexity of project).
- Ensure on-going 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).

Essentials Skills and Experience;

- Minimum 5 years of IT experience including technical architecture.
- Minimum 2 years of consultancy experience with a reseller or service provider focusing on storage solutions, server platform solutions, virtualisation solutions, end user computing and backup solutions.
- Minimum 2 years of experience with intel server infrastructure.
- Minimum 2 years of experience with storage and backup technologies.
- Ability to architect enterprise end to end data centre solutions.

Desired Skills and Experience;

- Any data centre technology certifications such as; VCP, MCITP, CCNP, EMC Specialist, CCEA.
- Experience of data centre and desktop virtualisations
- Knowledge of EMC, HP, NetApp, VMware, Citrix, CISCO including UCS, Microsoft; Windows, Exchange, Server, App-v or Systems Centre or similar technologies.
- Experience producing high and low level designs, proposals and bid responses.
- Storage area networking experience with Brocade, Cisco or equivalent.
- Networking experience including TCP/IP, Routing, Firewalls, and Network Security.
- Strong track record of understanding and interest in current and emerging technologies demonstrated through training, job experience and/or industry activities.

Candidate CVs should demonstrate that experience and skills reflect these levels of qualification. 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