ITPartners

Job Title:	**Principal Consultant**		
Department/Group:	Professional Services		
Location:	**Based in Tempe, AZ**	**Travel Required:**	**Less than 20%, primarily within AZ**
Level/Salary Range:	**Senior/Competitive**	**Position Type:**	**Full-time**

Job Description

Job Overview/Purpose:

IT Partners, a leading IT solutions provider in the southwest, is seeking an experienced datacenter infrastructure (hybrid private/public cloud) technologist to join our growing professional services team. The successful candidate will be responsible for supporting our solution delivery practices, with a focus on datacenter infrastructure and hybrid cloud technology. You are the ideal candidate for this opportunity if:

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- You consider yourself highly skilled with datacenter infrastructure technology and hybrid cloud solutions, including multi-vendor compute, storage, networking and infrastructure management expertise
- You want to enable clients to build and operate and infrastructure that is hybrid (private/public cloud), workload optimized and architected for scale
- You enjoy the "doing" -- delivering solutions -- for customers just as much as evangelizing, planning and designing those solutions
- You have led or participated in a significant manner in the design and implementation of mid-to-large scale implementations or migrations of datacenter infrastructure technologies/hybrid architecture environments

Duties:

This customer-facing position is responsible for developing and delivering infrastructure solutions for our diverse customer base. This Principal Consultant will be the leader in IT Partners' infrastructure practice from a technology perspective and will collaborate with other leads and members of the consulting team to deliver complete hybrid architecture solutions.

- Provide consultative pre-sales solution architecture / design services throughout the sales cycle
- Development of solution implementation and integration services proposals
- Architect and deliver complex infrastructure/hybrid architecture solution assessments, implementations, upgrades, and migrations
- Provide product roadmaps and other technical presentations to customers
- Work with vendor partners and customers to resolve technical issues
- Maintain multi-vendor technical expertise and certifications to support our selected partnerships
- Evangelize infrastructure and hybrid architecture solutions within the IT community

Expectations:

- Be seen as the datacenter infrastructure/hybrid cloud SME within the IT Partners organization
- Understand the consulting practice goals of the IT Partners organization and drive their achievement
- Be highly available and responsive to the Sales and Business Development teams
- Develop peer relationships with key customer technical staff and be viewed as their go-to advisor for IT infrastructure and hybrid cloud architecture.

Skills/Qualifications:

Desirable Knowledge, Skills and Abilities:

- Minimum 10 years of progressively responsible experience with infrastructure and hybrid cloud technologies – compute, storage, networking, virtualization, cloud service providers (preferably including significant experience as an end-user customer.)
- Proven success in architecture, design and implementation of datacenter/hybrid cloud technologies in enterprise customer environments

- Present the design and value of proposed IT Partners solutions and business cases externally to customers, prospects, and internally to the IT Partners organization.
- Utilize tools and technologies to develop solutions for customers, including vendor configuration tools from HPE, Dell, VMware and others, and systems assessment tools such as RVTools, Live Optics and CloudPhysics.
- Must have experience with IaaS, DraaS, PaaS, SaaS solutions
- Must have excellent communication and presentation skills
- Must have the ability to recognize a customer's business needs and to translate them into a technology solution.
- Should have some experience in a technical pre-sales/solution architect role in a manufacturer or VAR environment
- Should have current HPE and/or Dell + VMware infrastructure product knowledge; other hardware/software vendor product knowledge a plus
- Ability and willingness to direct, motivate and support other consultants in the infrastructure practice
- Resilience and resourcefulness when solving complex problems
- Ability to present proposals persuasively
- Ability to work both as a team leader, team member and independently as needed
- Experience with data protection and disaster recovery solutions (backup/recovery, replication, HA/DR)
- Automation, orchestration, scripting experience is a plus

Education or Formal Training / Certifications:

- BS/BA with a major in a technical discipline, or the equivalent relevant experience.
- Pre- and Post-Sales technical training and certifications from:
  - **Cloud:** Microsoft Azure (Azure Solutions Architect Expert), AWS (Solutions Architect Associate/Professional), Google Cloud Platform (Professional Cloud Architect), in process or completed
  - **Virtualization** - VMware vSphere/VSAN/NSX/SDDC, Datacenter (VCP, VCAP (in process or completed), VCIX, VCDX – highly desirable); Microsoft Hyper-V
  - **Compute -** HPE Server Family(including Synergy, OneView, Infosight), Dell Server Family, Cisco UCS
  - **Storage Solutions:** HPE 3Par/Nimble/Primera, Symmetrix Series, XtremIO, VNX/Clariion/Unity Series, VPLEX, Isilon, IBM XIV, NetApp, Qumulo, Cohesity
- Desirable Specific Training/Certifications
  - **Networks**: Brocade, Avaya, Arista and Cisco Switches.
  - **Data Protection and Other:** VeeaM, Commvault, Cohesity

Approved By:		Date:	
Last Updated By:		Date/Time:	