

Job Title:	Senior Consultant – Infrastructure		
Department/Group:	Professional Services		
Location:	Based in Phoenix, 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 infrastructure 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 technology. You are the ideal candidate for this opportunity if:

- You consider yourself highly skilled with datacenter infrastructure technology, 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

Duties:

This customer-facing position is responsible for the delivery of datacenter infrastructure solutions from multiple technology partners. This Senior Consultant will be a member of IT Partners datacenter practice from a technology perspective and will collaborate with other members of the organization to deliver complete enterprise solutions.

- Support the pre-sales solution architecture / design services throughout the sales cycle
- Deliver complex datacenter infrastructure solution implementations, upgrades, and migrations in the field
- Provide whiteboard sessions, 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 datacenter technology solutions within the IT community

Expectations:

- Be a datacenter infrastructure technology SME within the IT Partners organization
- Understand and support the datacenter infrastructure practice goals of the IT Partners organization
- Be highly available and responsive to the Consulting, Sales and Business Development teams
- Develop and maintain peer relationships with key members of our customer’s technical teams and be viewed as their go-to advisor for datacenter infrastructure technologies.
- Develop and maintain peer relationships with key partner technical team members

Skills/Qualifications:

Desirable Knowledge, Skills and Abilities:

- Minimum 10 years of progressively responsible experience with datacenter compute/storage/networking technologies (preferably, includes significant experience as an end-user customer.)
 - Production, design and implementation experience with current VMware enterprise virtualization products.
 - Production, design and implementation experience with current enterprise server and storage technologies
 - Production, design and implementation experience with current fiber-channel/IP storage infrastructure
- Proven success in architecture, design and implementation of datacenter technologies in enterprise customer environments
- Experience with data protection and disaster recovery solutions (backup/recovery, replication, HA/DR)
- Should have well-developed 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 role in a manufacturer or VAR environment
- Should have current HPE product knowledge; other hardware/software vendor product knowledge a plus
- Ability and willingness to motivate and support other consultants
- Resilience and resourcefulness when solving complex problems
- Ability to work both as a team member and independently as needed
- 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 desirable
- Pre- and Post-Sales Technical Training or Certifications from one or more of the following:
 - Hewlett Packard Enterprise (HPE) (compute and/or storage)
 - Dell (compute and/or storage)
 - VMware Datacenter (VCP, VCAP (in process or completed), VCIX, VCDX – highly desirable)
- Desirable Specific Training/Certifications
 - HPE Synergy, OneView, Infosight
 - Dell VxRail
 - HPE Alletra/Nimble/Primer/StoreOnce
 - Veeam
 - Cohesity
 - Zerto

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