

As a strategic service provider, Internetnetwork Engineering (IE) provides customized technology solutions that make a positive business impact for mid-market and enterprise clients throughout the Southeast. We're helping healthcare companies provide world-class care, educators inspire learners wherever and whenever, and governments deliver smart services while conserving precious resources.

These are just a few examples of the exciting and challenging work we perform every day. To continue our success, we need the best and brightest minds to join the IE family. We're growing and are looking for top performers who are passionate, team-oriented, inspired by the possibilities of tomorrow and able to inspire others. If your goal is to help solve complex problems for large businesses and organizations that have a purposeful impact on people's lives, we want to hear from you!

We provide a challenging, fun, and fast-paced work environment with a focus on personal and professional growth and work-life balance. If you're ready to take the next step in your career and provide meaningful business and technology advice with exceptional customer service, apply by emailing your resume and a cover letter to: [careers@ineteng.com](mailto:careers@ineteng.com).

## **Title:**

Solutions Engineer, Columbia, SC

## **Job Description:**

The primary responsibility of the Solutions Engineer is to provide technical expertise and support to the IE sales team throughout the sales process. The Solutions Engineer will provide this support across a variety of technologies and customer industries. As such, the Solutions Engineer must have broad technical knowledge of IP networking and systems that connect to the IP network. Knowledge of two or more of the following is required: routing/switching, 802.11 wireless, unified communications, network security, videoconferencing, virtualization, servers and storage. Strong familiarity with manufacturer solutions from Cisco is required. In addition, the Solutions Engineer will be expected to stay abreast of new products and emerging technologies.

During the sales process, the Solutions Engineer will be responsible for meeting with customers both in person and virtually. Based upon customer meetings, the Solutions Engineer will identify customer business and technical requirements, design solutions that address customer requirements, and assist in selling the designed solution to the customer. Solutions design will entail assessment of existing systems, high-level architecture, validation of technical feasibility, bill of material creation, and professional services proposals. Accuracy and timeliness of design creation will be key metrics as the Solutions Engineer endeavors to satisfy customer needs and shorten the sales cycle.

The Solutions Engineer will be an integral part of customer-facing sales activities. As such, the candidate should be personable, polished, and well spoken. Oral and written communication with customers, partners, and internal personnel will be a frequent duty of the Solutions Engineer. Public speaking and presentation in informal groups of up to 10 people will also be required.

Frequent interaction with customers and business partners is expected. In both cases, the Solutions Engineer will focus on establishing trust and rapport, and solidifying Internetnetwork Engineering as the solutions provider of choice.

The Solutions Engineer will serve as an advocate for the customer, and will work to ensure the satisfaction and success of customer initiatives. Further, collaboration with partner account teams throughout the sales process is expected to ensure there is consensus on the validity of solutions presented, and to apply partner incentives or promotions as appropriate.

The Solutions Engineer is expected to be based in greater Columbia, SC with a focus on supporting IE's operations in South Carolina.

### **What you'll do:**

- Sales support for network, wireless, security, unified communications, data center and other technologies which IE may propose during the sales process
- Building trust and rapport with customers while developing an understanding of their business and developing solutions that address their needs
- Interaction with customers, partners, and IE employees to validate solutions design and provide supplemental expertise
- Creation of project bills of materials using appropriate tools
- Development of professional services statements of work
- Response to Requests for Proposals issued by current or prospective IE customers
- Identification of project risk and risk mitigation planning
- Coordination with the IE Project Management Office for the handoff of professional services projects to the implementation team

### **Who you'll work with:**

The Solutions Engineer will report to the Manager of Solution Engineering, and has collaborative relationships with Sales, Client Services, Vendors, & Customers.

### **What we're looking for:**

- Bachelor of Science/Bachelor of Arts and 5 plus years of customer-facing IT engineering experience
- Consultative approach with strong problem solving & critical thinking skills.
- Strong organizational skills with attention to detail.
- Quick learner, self-motivated, positive attitude, flexible and adaptable; ability to change priorities quickly, and have strong follow-up skills.
- Proactive, driven and positive work attitude.
- Good communications skills both oral and written.
- Knowledge of Cisco Commerce quoting tool is strongly preferred

### **Compensation:**



people connecting people

**INTERNETWORK  
ENGINEERING**

Compensation for this role will be based on candidate's experience, work history and overall fit for the position. IE offers a competitive benefits package including health insurance and matching 401K.

### **How to apply:**

Please email your cover letter, resume and samples of your work to [careers@ineteng.com](mailto:careers@ineteng.com). For more information about IE, please visit: [www.ineteng.com/careers](http://www.ineteng.com/careers).