

karrierego!

Region: Kanton Zürich

Shape the future for ICT Innovation in Infrastructure and Smart Devices Our client is an ICT infrastructure provider that is fully committed to providing innovative solutions for every customer's needs. One of the company's many drivers is the development of technological breakthroughs to reshape the world in which we live and work. To strengthen the sales team in supporting their ambitious growth strategy in the enterprise market in Switzerland, we are looking for a competitive and qualified person to serve as

Network Solution Manager (w/m)

Your Responsibilities Expect exciting and challenging responsibilities in supporting the key account managers, customers and channel partners in this front-line position. In this role, you will be responsible for delivering customer-driven and state-of-the-art solutions that meet today's customer needs. As the overall owner of solutions management, both for products and services, you will effectively use your knowledge and technical experience to support the sales and account manager teams. You support the teams and customers with your deep understanding of the IP Ethernet technology and your overall understanding of the products and services to achieve their assigned sales objectives. With great foresight you provide solutions to customers and partners on special areas of campus network (routers, switches, WLAN), datacenter network (Cisco, Arista, Juniper), and security (Cisco, Fortinet, Palo Alto, Checkpoint, Juniper). You will participate and perform hands-on support in RFX responses, tenders, presentations, consultations and commercial proposals with the required information and material and network designs, as well as the knowledge transfer to the sales team and the partners. You use your technical knowledge in supporting market branding actions, industry presentations and awareness of industry events.

Your Profile You have at least a Bachelor's Degree in Computer Science and/or Engineering or a comparable education. You have more than three years of practical and hands-on experience in working with network equipment such as switch, router, firewall, WiFi, etc. You have demonstrated a deep understanding of IP technologies, like routing and switching, security, VPN, SDN, IoT, etc. Knowledge of the solutions of Cisco, HP and Juniper and experience as a strong enterprise network integrator and/or reseller would be to your advantage. Certifications in HCIE/NP or CCIR/NP in R&S, security, WLAN, DC, etc are a plus as well as a good understanding of the Switzerland IP market. You have well-demonstrated pre-sales skills as well as organizational, communication and presentation skills. You are a multi-tasker, are target- and solution-oriented and can work under pressure. You have a high desire to learn with self-management skills. You can work independently in a highly flexible, fluid environment with a culturally diverse and fast-paced organisation. You have a Swiss or EU/EFTA citizenship. The style of communication (speaking/writing) is excellent in German (preferable: native) and English (professional). Knowledge of French is preferred.

Your Perspectives All advantages of a successful company offering an exciting professional career in one of the leading, growing multinational telecommunication companies. Training and personal development are ensured in Western Europe and abroad, as well as a competitive salary package. If you are interested in this exciting position, please provide us with your application in English.