

Solutions Architect – Data Center

San Antonio, Texas

Introduction

Computer Solutions is currently adding a seasoned Data Center Solutions Architect to our team of highly trained professionals. The Data Center Solutions Architect will assist with pre-sales and orchestration of technology solutions with real business impact. These solutions require application of industry best practices, combined with innovative use of technologies to provide superior value.



About Computer Solutions

Computer Solutions offers an array of information technology products and services primarily to the South Texas region. Over the years, we have forged strong strategic alliances with leading IT service providers including Cisco, Microsoft, HP Inc, HP Enterprise, VMware, Rubrik, HPE Nimble, F5, Microsoft Azure, Microsoft365 to name a few. In addition to hardware and software product sales, we are frequently our clients' primary contact for professional and consulting services such as Managed Services, Unified Communications, Network Infrastructure, and Server and Desktop Virtualization. Our record of success is clear—our client base has grown to approximately 300 companies across San Antonio and South Texas leading to tremendous annual revenue growth from \$1 million in 1984 to \$74 million in 2019. Our valued workforce of over 80 highly trained and certified staff create the culture of success within Computer Solutions, having been rated the *#1 Best Companies to Work for in San Antonio* multiple recent years by the San Antonio Business Journal.

Position Summary

The Data Center Solutions Architect will support both pre-sales and post-sales initiatives for Data Center and Cloud professional services consulting, managed services, and product recommendation by working with the sales team to architect, design, propose, and close both existing and new opportunities. Additionally, you will provide client post-sales support with a primary emphasis in data center design and architecture, and secondary focus on cloud solutions architecture. You will be responsible for recommendations to clients regarding product configurations (Bill of Materials) and responsible for the development of the project scope and the development of project proposals. Regional travel in San Antonio and south Texas will be involved. This position reports directly to the Chief Technology Officer and works closely with our professional and managed services teams.

Responsibilities

- Provide pre-sales technical support to the sales organization to include solutions architecture, BoM and services proposal creation.
- Deliver successful projects that are on time, on budget, and high quality.
- Conduct all work and accomplish all goals while adhering to the organizational *Core Values*.
- Embrace continuous improvement and be a change leader.
- Provide excellent customer service and ensure technology practices are of high quality and appropriate to the client's environment.
- Recognize opportunities for improvements to procedures by pro-actively offering ideas and solutions while encouraging team input.
- Liaison with different service providers and manufacturers to review, test and educate the sales team and post-sales team on new offerings and products.

Solutions Architect – Data Center

San Antonio, Texas

Required Skills

- Minimum of 2-3 years of experience in a pre-sales engineering role involving Data Center technologies.
- Minimum of five years supporting a production data center and cloud environment.
- Data Center, Storage, Virtualization and Cloud Design Experience
- Technical Expertise in the following technologies; Cisco Data Center Technologies (UCS, Hyperflex, ACI/VxLAN and SDN-Software Defined Networking), On-Premise and Cloud Server/Desktop Virtualization (Citrix, VMware), Disaster Recovery, Data Backup, Recovery and Replication (VMware, Rubrik, Veeam, Microsoft On Premise and Microsoft Azure Cloud Infrastructure (Virtual Servers, Active Directory, Microsoft365 and Exchange), Application Delivery and Load Balancing (F5 Networks), HPE Data Center Technologies (Servers, Nimble Storage, InfoSight). Cisco Storage Networking (Cisco MDS, Fiber Channel, FCoE, iSCSI)
- Technical and business writing experience specific to sales proposals, RFP/RFI responses and design documents.
- Strong Network Diagram experience
- Ability to map business drivers and technology together to create client solutions
- Ability to perform technical design and business sessions\presentations with an audience as broad as engineers to C-level executives.
- Excellent presentation, communication & customer interaction skills required



Desired Skills & Qualifications

- Professional Level Certification or Higher from Cisco, HPE, VMware, AWS and/or Microsoft.
- Bachelor's Degree in Business or Information Technology discipline (preferred)
- Desire to obtain high-level of technical education through industry and vendor certification.
- Understanding of Enterprise Networking and Security a plus