LOOKINGPOINT
What's next.

Pre-Sales Consulting Engineer
Job Description

The Pre-Sales Consulting Engineer will be a member of the sales team, and will play a key role in developing solutions for our customers. We are a growing company so there are many opportunities for growth and to have a long- term career. We are a fun group of people; our company culture is critical to our success. If you are the type of person that likes a challenge and loves learning, this is the place for you! If you would like to be a part of our team, send us your resume, we would love to chat!

ABOUT US:
LookingPoint is a San Francisco Bay Area IT systems integrator specializing in Unified Communications, Security, Routing/Switching, Wireless, and Data Center technologies. Our customers leverage our talent and expertise to complement their staff to deliver technology. We focus on advanced technology from Cisco, Silver Peak, AWS, and more!

JOB DESCRIPTION:

- A successful Consulting Engineer should be able to present and explain various network infrastructure technologies (LAN/WAN, Wireless, Switching, Security, SD-WAN) to customers, guide them through requirements gathering, and formulate a solution consisting of hardware, software, licensing, and engineering services.
- Meeting LookingPoint's customers to collect requirements for infrastructure solutions centered on Core (Route/Switch) Networking, Security and Wireless Technologies.
- Assisting the sales team in identifying and qualifying opportunities with new and existing clients.
- Building statements of work and task lists for various types of projects in support of these solutions.
- Developing high-level solution designs/architecture and present to customers.
- Working directly with LookingPoint's Professional Services organizations on developing deployment models.
- Write and present Statement of Works (SOW).

EDUCATION AND/OR EXPERIENCE:

- Bachelor's Degree or equivalent experience
- CCNP or CCIE Security or R&S Preferred
- Additional certifications (Aruba, Palo Alto, F5, VMware, etc.) preferred
- 7+ years of practical technology experience

REQUIRED SKILLS:

- Expert level knowledge of overall Networking, Security and Wireless technologies and architectures including, but not limited to:
    - Core Routing\Switching technologies and protocols (BGP, IGRP, QoS, VPC, NX-OS etc.), SDN (NSX,ACI), Security (Next Gen Firewalls, EndPoint Security, Cisco ISE, NGFW, Umbrella, Palo Alto), Application Delivery and SD WAN (Cisco, F5, NetScaler, Riverbed) and Wireless (Cisco, Aruba, Meraki)
- Demonstrated passion for technology, solution design and self-study
- Confident in leading CIO/CTO level presentations, solution demonstrations and whiteboard sessions
- Previous experience working in collaborative team environments
- Excellent verbal and written communication, organization skills and detail oriented
- Excellent presentation skills

PREFERRED SKILLS:

- Positive attitude
- Fast learner with strong listening and verbal communication skills
- Professional, Organized, Responsible
- Technology sales experience (Software, Hardware, or Services)
- Experience working for a systems integrator is preferred