



## **Network Deployment Solutions Engineer**

### **Overview**

netRelevance, LLC is a successful nationwide technology deployment and management company that provides services to corporations across North America.

We offer our customers managed turnkey solutions for deploying infrastructure, networking, wireless, and customer specific technologies across the United States.

Our growth strategy includes growing our portfolio of services and a strong local presence in emerging markets including Denver and Colorado Springs, CO.

We have a rewarding Sales & Installation Engineer opportunity available for an experienced Network Engineer with an Entrepreneurial Spirit and Business Savvy to work closely with netRelevance's management and Account Management to engage customers and grow netRelevance's presence in the Denver and Colorado Springs markets.

This position can lead into a Services Management role as the netRelevance service team and market presence is expanded.

This is a full-time position offering full benefits, a competitive salary, and performance-based bonuses. This position works from your home office when not in the field working with the sales teams or at customer locations.

This position will report to netRelevance's Director of Operations.

The ideal candidate we are seeking is a BICSI RCDD Certified Voice and Data Network Infrastructure Solutions Sales and Installation Engineer with a minimum of 5 years experience.

### **Responsibilities**

The overall responsibility for this position is to provide pre-sales support and installation services for netRelevance's Networking, DataComm, Security, Video and Low Voltage service offerings. Other responsibilities include:

- Provide pre-sales and post sales support through requirements gathering, proposal development, cost-benefit analysis, and delivery of technical presentations.
- Participate in regular meetings and conference calls with clients and sales staff to help qualify opportunities and recommend technical solutions.
- If necessary leading the installation team(s) to ensure we are exceeding customer expectations
- Work within the Business Development team to develop technical documents such as proposals, product specifications, RFP, RFI, and RFQ responses, Visio diagrams, Bills of Materials, and Labor estimates.



- Create and deliver recommended network designs, technical proposals, and presentations to customers.
- Effectively answer any questions regarding the proposed solution which may include questions about installation and configuration.
- Estimate Labor Hours for Professional Services work.
- Support business development initiatives and help build relationships with local customers and partners.
- Actively engage in recruiting of Low Voltage and deployment resources.
- Assist management in identifying and interviewing Sales Resources.
- Additional duties may include site surveys, system evaluation, system analysis, assessments of customer technologies.

## **Requirements**

The ideal candidate will have a well-rounded technical knowledge of networking, hands-on low-voltage installation experience, and a proven history of successful interaction with customers in a selling context. Other requirements include:

- In-depth knowledge and understanding of networking technologies, design principles, and the practical application of routers and switches.
- Experience gathering business requirements, designing technical solutions, and presenting proposed designs to customers.
- Familiarity with IP Convergence including the design and implementation of IP Telephony (IPT) / Voice over IP (VoIP) solutions (CallManager, Unity, MeetingPlace, IPCC, or IPCC Express) is a strong plus.
- Strong documentation skills and prior experience generating technical documents, proposals, product specifications, and responses to RFPs, RFIs or RFQs.
- Knowledge of Network Security solutions (Firewalls, IDS/IPS, VPN, Host Based Security Solutions) is a strong plus.
- Experience working on Government projects and having security clearance is a plus. Must be able to obtain a security clearance if no current security clearance.
- Proficiency with Microsoft Word, Excel, and Visio is a must.
- A Bachelor's Degree (BS) in Computer Science, Information Systems, Electrical Engineering or a related technical discipline is required.
- BICSI Communications Distribution Designer (RCDD) Certification is required.
- Cisco Certifications such as CCNA and/or CCDA are a strong plus.
- The ability to travel to other markets if necessary up to 40% of the time.
- Must possess a valid Colorado driver's license.
- Must own transportation and have updated automobile insurance.
- A minimum of 5 years experience performing network design and engineering experience and/or low-voltage infrastructure design and installation.



To apply, submit your resume in Word or PDF format to [hiringsmanager@netrelevance.com](mailto:hiringsmanager@netrelevance.com) and reference CO - Network Deployment Solutions Engineer.