

Director of Engineering

Arbitech is looking for a highly technical and dynamic individual to join its engineering team. The role of the Director of Engineering is to manage the engineering department, partner with the sales staff to understand customers' needs, and to provide technical expertise and/or develop solutions to meet these needs. Success in this role requires the ability to eliminate sales obstacles through creative and adaptive approaches and to have the ability to close deals at a technical level.

Responsibilities will include:

- Manage and supervise staff of 4 to 5 individuals
- Architecture design and planning with a range between offering simple, more routine configurations, to developing highly complex solutions
- Present solutions via live presentations, remote conference calls and webinars
- Pre-sales support including timely assistance to inquiries from sales staff
- Limited Post-Sales support when required including possibility of some travel as needed
- Travel to customer site for customer meetings, assessments, and proof of concept testing
- Develop and conduct in-house product and solution training on new product releases and changes in the datacenter hardware technology market
- Attend key technology conferences to gather information on new products, product pipeline, customer use case, etc
- Assist purchasing team with product strategy based on expertise in evolving datacenter market
- Supervise the building of security appliances and providing support for OEM relationships
- Perform other related duties as required

Key Requirements:

Areas of Involvement

- HPe Blade Centers
- HPe Quickspecs
- Virtual Connect
- MSA
- HPe Power distortion
- Netapp
- VMware vSphere
- VMware vSphere replication
- VMware vSAN
- Dell Compellent, Equlogics
- HPe tape solutions such as MSL
- Windows Operating systems
- Video Surveillance
- Deep understanding of architecting a SAN infrastructure
- A.I. Capabilities
- HPe BL, DL, ML, SL, Apollo, Moonshot series servers
- HPe Generation 7 through Generation 10 with understanding of new features and products used
- Lenovo Servers and Workstations
- Lenovo Storage offerings
- HPe Tools such as ILO, OneView, ICE
- HPe Procurve networking
- Cisco routing, switching, wireless, firewall, VPN
- Other networking manufacturer platforms
- Network Virtualization
- Storage Virtualization
- Fiber Channel
- iSCSI
- Software applications as needed
- Nvidia

Qualifications /Skills:

- Hands on experience working with the items above
- Ability to create professional, presentable Visio documents for customers
- Experience with managed services or service provider offerings
- Learn new products, technology and theories while on the phone presenting to customers
- Must excel in a fast paced, entrepreneurial environment
- Inherent ability to build rapport and communicate across all departments
- Must be passionate and operate with a "roll up your sleeves" mentality
- Must excel in a fast paced, entrepreneurial environment