



Senior Computer Systems Engineer

Arbitech is looking for a highly technical and dynamic individual to join its engineering team. The role of the Senior Computer Systems Engineer is to 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.

Duties and responsibilities include, but are not limited to:

- 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.
- Assist to develop and conduct in-house product and solution training on new product releases and changes in the data center 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 data center market.
- Perform other related duties as required

Qualifications /Skills:

- Experience working successfully within Enterprise class IT operations environments
- Experience scripting for automated system builds; Python, Shell Scripting
- Containerized systems (I.E. Docker)
- Linux Systems (I.E. Ubuntu, CentOS, RedHat, Etc)
- 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
- Ten years of experience preferred
- Inherent ability to build rapport and communicate across all departments
- Must be passionate and operate with a "roll up your sleeves" mentality

Areas of Involvement

<ul style="list-style-type: none">• Server & workstation configuration & Build<ul style="list-style-type: none">◦ HPe◦ Dell◦ Lenovo• Strong SAN experience<ul style="list-style-type: none">◦ NetApp◦ Dell/EMC◦ DDN• Virtualization<ul style="list-style-type: none">◦ VMware◦ Docker Containerization• Artificial Intelligence/ Deep Learning Systems	<ul style="list-style-type: none">• Networking<ul style="list-style-type: none">◦ Virtualization◦ HPe Aruba◦ Cisco◦ Extreme• Virtual Connect• Software applications as needed• Nvidia co-processing for AI systems• Video Surveillance Systems• Operating systems<ul style="list-style-type: none">◦ Windows◦ Linux
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