



Think Virtual. Think Professional. Think IPM.

Infrastructure Solutions Architect – Full Time Employee

IPM is a New York City based IT consulting firm specialized in the design and integration of virtualization solutions across the enterprise. We are recognized as the go-to partner for virtualization of IT infrastructure (network, server and storage platforms), business applications and desktop systems by prominent technology vendors and globally recognized professional service firms alike. IPM has served clients across NY, NJ, and CT for over 25 years and is a Citrix Platinum, Microsoft Gold, EMC Velocity, VMware Premier and AppSense partner.

Job Description

An Infrastructure Solutions Architect is responsible for the translation of business and technical requirements into solution sales that are consistent with IPM's strategic business focus. By applying Infrastructure Industry related technical acumen, relationship development and consultative selling skills, they drive business development and establish key client relationships. The Solutions Architect brings a strong foundation of in-depth infrastructure knowledge, together with Pre-Sales and scope management expertise, to effectively design and deploy effective, high-impact technical and business process solutions.

Responsibilities Include:

- Align with appropriate sales team members to represent IPM's Infrastructure and Virtualization Solutions
- Act as the technical lead on complex proposals; conduct final review, edit proposals and approve technical content
- Use knowledge and understanding of EMC, CISCO and VMware technologies and competitive technology and business applications to credibly and persuasively articulate the features and benefits of these products and their value to the customer
- Determine how industry trends, product announcements and advances in technology may impact the customer from becoming obsolete and assesses potential opportunities
- Develop successful relationships with sales team members, partners and customers while support the objectives of the sales team
- Architect and design solutions with supporting technologies while maintaining customer's budget and environment restrictions
- Ensure that proposed solutions when implemented meet the needs and functional requirements of the customer
- Deliver related IT assessments to analyze customer environment
- Work with a sales team to identify, gather requirements for solutions, and draft proposals
- Facilitate technical planning architecture sessions with the client
- Develop project plans, resource requirements, and budget estimates
- As a trusted advisor, build in-depth knowledge of clients' business priorities, challenges and initiatives that can be translated into opportunities



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- Manage direct relationships with management representatives for all key accounts
- Provide oversight and technical guidance for project work
- Mentor sales and engineering teams

Required Skills:

- The ideal candidate will possess 5 years pre-sales/technical experience, comfort with making presentations to C-level professionals
- Strong ability to develop complex architecting solutions and describe solutions to customers and superior writing skills
- EMC Storage expertise
- In-depth understanding and experience with Cisco networking components and architecture
- VMware knowledge / experience
- Strong Windows knowledge
- Knowledge of the Backup and Recovery technologies and concepts are a plus
- CISCO server skills a plus
- Interpersonal, communication and presentation skills
- Knowledge of the technical aspects of hardware/software subject matter
- Understanding of Storage products and their value add to the customer
- Ability to work independently
- Ability to work in high-profile, stressful environments
- Ability to work flexible schedules, evenings and weekends, according to project requirements
- Strong organization and time management skills
- Creative and self-motivated mindset
- BS degree or equivalent work experience