

## Job Description – Inside Sales Engineer

### JOB DESCRIPTION

Trusted Network Solutions, a leading Value Added Reseller, is looking for an inside sales engineer to join our team. The position will entail assisting TNS sales executives with technical configurations and working with our client base as an inside sales engineer. The primary focus will be on designing technical configurations related to data and voice network infrastructure and security. Following up on warm leads to discover technical needs, and technical research, will also be required.

### TNS OFFER

- A professional career in a very desirable industry
- A career path leading to a possible field engineer or outside technical sales executive position
- Formal training and certifications
- Paid holidays, vacation, and sick time
- Medical and dental insurance

### REQUIRED SOFT SKILLS

- Ability to explain technical concepts to non-technical individuals
- Attention to detail
- Integrity and honesty
- Excellent written and verbal communication skills
- Excellent organizational skills
- Self motivated and disciplined
- Ability to learn quickly and believes in continuing education
- Self confidence
- Must be able to work independently and as a member of a team

### REQUIRED HARD SKILLS

- 1 year working in the IT field
- Basic server experience (RAID, OS, SAS/SCSI/ATA, processors, etc.)
- Solid understanding of Microsoft based networks and Microsoft operating systems
- Understanding of networking concepts (LAN and WAN)
- Basic storage experience (DAS, NAS, backup and recovery, etc.)
- Solid understanding of network security concepts (firewalls, VPNs, etc.)
- Ability to conduct research on network products, services, and standards

### DESIRABLE SOFT SKILLS

- Attending or College graduate
- Experience creating technical quotes
- Strong relationships with others in the IT industry
- Formal technical training
- Membership to industry organizations

### DESIRABLE HARD SKILLS

- Experience taking business requirements and converting them into valid technical configurations
- At least 2 industry certifications (MCP, MCSE, CCNA, JNCIA, A+, Network+, Security+, etc.)
- Two or more years working as a network technician or systems administrator
- Advanced understanding of Microsoft or Open Source networks, high-end storage (SAN, HSM, etc.) and/or complex network security concepts
- Experience with BC/DR (Business Continuity and Disaster Recovery) projects

### CONTACT

Send a resume and cover letter to the Trusted Network Solutions Sales Manager:

Dave Norwood, Sales Manager  
Trusted Network Solutions  
406 Lawndale Drive  
Salt Lake City, UT 84115  
Office: 801 484-4500 x360  
Fax 801 484-4525  
DaveN@TrustedNetworkSolutions.com