

## **POSITION DESCRIPTION**

Trusted Network Solutions, an innovative technology enabler, is looking for a Jr. Solutions Consultant to join our team. The position will entail working directly with our client base and prospects as an inside solutions consultant. The focus will be on understanding customer requirements to solve business problems by discussing advanced product features and benefits related to data network infrastructure and security solutions. Activities will include: IT solution design, business development, demos, proposals, and demand generation. You will be working directly with our current and prospective client base (business to business). We are looking for individuals who are excited about learning, technology, and being part of a progressive work culture.

TNS was founded in 2002 with the mission of making IT work for businesses. We build the infrastructure that enables the cloud, big data, AI, and all things IT. You will learn the most advanced security and datacenter technologies, and how that tech is leveraged by the most innovative companies in the region. You will have direct impact on TNS and the clients we serve. Come be vital part of an established and growing cutting edge technology company.

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## **MINIMUM REQUIREMENTS**

- Bachelor's Degree in Information Systems (or near graduation)
- Ability to explain technical concepts to non-technical individuals
- Excellent written and verbal communication skills
- Strong customer facing and relationship building skills
- Excellent organizational skills
- Self-motivated and disciplined, comfortable with ambiguity in business environment.
- Desire to learn and believes in continuing education
- Cool head in stressful situations
- Basic understanding of networking and security concepts (firewalls, routers, storage, Windows Server, etc.)
- Ability to proactively initiate contact with business and technical decision makers.
- Professional presentation skills and appearance

## **PREFERRED QUALIFICATIONS**

- Work experience in IT field
- Formal technical and/or sales training
- Ability to lead technical discussions
- Advanced understanding of Microsoft or Open Source networks, high-end storage (SAN, HSM, etc.) and/or complex network security concepts

## **ABOUT TNS**

- Positive and open workplace; we have regular office events, team building activities, and happy hours
- Progressive work culture
- No business to consumer interactions, all business to business engagements
- Clear advancement path
- Endless learning opportunities in network and data security, cloud IT, virtualization, high-end storage, business continuity, compute, etc.
- Paid technical training and certifications
- Paid vacation, 11 paid holidays, sick-time, health & dental insurance, retirement, etc.
- Focus on technical excellence and building long-term relationships based on integrity and communication

## **CONTACT**

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

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