

SR. VMWARE TECHNICAL ANALYST/CONSULTANT

Server Consolidation/Virtualization

Toronto/Ottawa

The senior is consultant is a field based position, providing on-site services directly to customers, alongside partner consultants, to solve real business problems. Consulting services are designed to motivate continued purchase of Our Client product and evoke positive images of Our Client Solutions Inc. The senior consultant also directly contributes directly to standardized methodology and best practices from the field.

Responsibilities

Develop and present comprehensive project documentation and results to Our Client customers.

Maintain a high level of expertise with all Our Client products and services.

Mentor junior consultants within the team in developing stronger consulting skills

Critical part of sales process as pre-sales engineer, design and test piloting

Display strong situational analysis, problem solving and decision making skills

Maintain professional demeanour and appearance at all times.

Assume leadership on engagements and work without direct supervision, interfacing with customer IT and business-function leaders.

Manage client expectations