

Sales Development Representative

Description

In this role, you'll lead the adoption of Red Hat Ansible Automation Platform in our key enterprise accounts, government agencies, and BFSI customers. Through a series of in-person and remote interactions, you will win the trust and confidence of customer's engineering, development, and operations teams by aligning their requirements and use cases with the functional capabilities of the solution. We'll need you to have a thorough working knowledge and practical experience with Ansible, as well as high-level familiarity with Chef, Puppet, Salt, and others in the automation space. We'll also expect you to have a solid understanding of network device automation and methodologies, tools, and how they can be applied within an organization. You will also play a critical role in bringing together cross-functional teams from UCMC to meet the needs of our most demanding customers. You'll act as a customer advocate with these organizations to architect the right solutions and to ensure that those solutions are implemented and supported in an innovative and reliable way.

Responsibilities

- Deliver successful discovery, analysis, and design workshops for small to medium teams of technical and non-technical backgrounds that shape the customer's use cases and architecture design decisions
- Scope delivery projects and guide customers through successful pilot and production deployments
- Design, create, and deliver content that enables the broader DBS organization to sell (Presales), service (Consulting), and support our cloud solutions at scale
- Contribute to the development of repeatable methodologies and tools designed to scale DBS's services capabilities, promote repeatable customer engagements, and lower delivery risk
- Demonstrate innovative thinking in DevOps community

Job Requirements

Qualifications

- Background in architecting and designing complex customer solutions in a rapidly evolving technology domain
- 8+ years of experience as a solutions architect, enterprise architect, or architect consulting delivery role
- 4+ years of experience focused on cloud environments and their supporting infrastructures
- Solid background in consultative customer engagement with either a major consulting services organization or within the services division of a major software company
- Demonstrated record of working in a strategic advisory capacity to senior IT and business executives
- Basic understanding of network technologies and services like routing and switching, DNS, Firewalls, Load Balancers
- Experience in Linux systems administration and managing software like

Hiring organization

Roots Management Consultants on
Behalf of Customer

Employment Type

Full-time

Date posted

2021 ,25 000000

Apache, MySQL, etc.

- Experience implementing a continuous integration (CI) or continuous delivery (CD) pipeline
- Experience with container management and orchestration tools
- Comfortable working with highly distributed teams, including interaction with the open source communities via Email and IRC
- Familiarity with security fundamentals at the infrastructure and operating system level
- Outstanding verbal and written communications skills, including extensive experience presenting to C-level executives at large firms
- Solutions sales mentality in an environment with multiple products and services
- Ability to work seamlessly with distributed cross-functional teams to achieve success on behalf of customers
- Balance of strategic and tactical skills with a high level of intellectual agility and capacity for original thought
- Ability to study and quickly learn and put into practice new topics
- Passion for open source, software, tooling, and automation
- Intermediate level scripting skills using Bash and Python

The following will be considered a plus:

- Proficiency in Python
- Experience developing against APIs and web service