

## Job Description: Enterprise Network Architect, Boston/MA

---

### Description

The Senior Enterprise Network Architect will be focused on leading our company's HP Networking practice. As a senior contributor, the architect will help optimize the company networking sales strategy to increase hardware and services sales. As a member of the Pre-Sale Architecture team, the Enterprise Network Architect will interact directly with business leaders to design and implement a technology solution to a business challenge. The ideal candidate will have the ability to build new go-to-market strategies that leverage the HP Networking products and technologies. The ideal candidate must have a high level of technical expertise in networking products and services, possess strong analytical and problem determination/resolution skills and have exceptional documentation skills to clearly articulate technical designs, procedures, issues and constraints.

### Abilities and Requirements

The Enterprise Network Architect operates in a multi-functional role often consisting of; project management, document management, architecture design, system implementation, and training. The candidate will routinely operate in a dynamic customer environment, and must be comfortable in a highly versatile role with rapidly changing conditions.

This position will provide technical pre-sales consulting support to the direct Sales Team to determine the scope and design of customer networking engagements.

This includes, but is not limited to:

- Creation of network designs with associated 'Bill of Material' configuration as requested by account executives
- Presentation of products roadmaps and features to customers
- Presentation of proposals and designs to customers
- Creation of product comparison tables to assist account executives to qualify solutions with potential customers
- Define requirements for customer networking projects
- Qualify potential vendor products
- Deliver professional services such as network assessment, migration, and troubleshooting as described in a statement-of-work
- Demonstrate multi-vendor interoperability in the company's lab including physical layer connectivity and layer 2 and layer 3 protocols
- Write technical bulletins, test plans, and deployment planning documents as needed to support customer engagements and promote company's value to the customer

The Enterprise Network Architect will also assist management in identifying skills gaps and resource limitations within the overall team, create best practices documents for presales engagements, refine SOW formats and service delivery methods, develop the company's Demo lab to incorporate value that differentiates the company from the competition, and actively provide constructive feedback to department leads.

## Skills

The successful Enterprise Network Architect will demonstrate:

- Solid understanding of network design and implementation in data center, enterprise and ecommerce environments
- Deep understanding of and experience with configuring and deploying data center networking technologies including switching, VLANs, IP addressing, spanning-tree, QoS, load-balancing, traffic-shaping, and Link-aggregation
- Desirable experience with DCB protocols, storage protocols, IPV6, MPLS, BGP, multicast, policy-based routing, QoS, and WAN Optimization
- Familiarity with network scanning/analysis procedures and toolsets for network readiness assessments
- Ability to execute in a methodical manner to gather, document, and present specific customer requirements as well as articulate technical solutions
- Ability to clearly articulate and present network design and features to customers

## Certifications - One or more in the following:

- HP MASE in HP Networking preferred or ability to pass HP MASE certification within 6 months is required
- Cisco CCNP or CCIE
- Juniper JNCIE-ENT, JNCIS-ENT or JNCIS-SA

## Preferred Skills and Experience

- Bachelors in Computer Science
- 3 + years' Experience in Networking
- Working knowledge of HP Virtual Connect and FlexFabric technologies
- Working knowledge of HP ProCurve and H3C products
- Understanding of SDN and its application. Knowledge of scripting and coding tools, along with a solid understanding of HP, Cisco, VMware and OpenStack's offerings.
- Additional HP hardware or software solutions expertise and/or VMware VCP certifications are beneficial

## Hours / Travel

- Salary plus Performance Compensation
- Normal work week Monday through Friday, some weekend activities may be required
- Position is primarily responsible for the expanded New England territory, covering all New England states plus New York and New Jersey
- 10% travel out of territory

Please email your resume to [careers@comport.com](mailto:careers@comport.com)