



## SALES/SYSTEM ENGINEER – UK

Netsweeper Inc. is a worldwide organization specializing in Content Filtering Software Solutions. We hold the industry's most advanced proprietary global filtering system for ISPs, Telcos, governments, schools, and corporations and our customers are located around the world and in every industry vertical. Netsweeper's purpose is to protect people from inappropriate content that permeates the Internet and Webpages; our technology provides customers with the ability to choose available and allowable URLs, IMs and file transfers. Our filtering software and solutions continuously evolve and offer the most protected and managed Internet experience currently available.

As a member of the System Engineering Group at Netsweeper, you will make use of your extensive systems design and networking experience to plan, design, deploy, and validate Netsweeper product deployments in a variety of business types. You will be responsible for gathering customer requirements, designing solutions that meet the requirements, and planning and executing the deployment of the solution that you designed.

### Role

System Engineering Group members are expected to possess strong networking experience to enable the design of the Netsweeper product, which is heavily dependent on network prerequisites. This requires exceptional communication skills, the ability to talk to stakeholders at multiple levels, systems analysis skills, project management familiarity, and an independent drive to gain knowledge and become a Netsweeper product expert.

You have a strong interest in using technology to solve specific problems and enjoy seeing something that you and your team deliver exceed customer expectations.

### Essential Duties and Responsibilities

- 35% Solution Architecture
  - Designing Netsweeper solutions for unique customer requirements
  - Planning for solution scalability, redundancy, and resiliency
  - Ensuring design meets customer requirements
- 35% System Integration / Deployment
  - Hand's-on deployment of Netsweeper solutions at customer premise
  - Planning deployment effort to ensure smooth implementation
  - Collaboration with customer technical teams
- 15% Pre-sales / Sales Support
  - Visiting customer sites with Netsweeper business development team
  - Advocating Netsweeper technology to facilitate market proliferation
  - Being the Netsweeper subject matter expert in the region
- 15% Customer Visits
  - Troubleshooting issues that arise during the delivery phase
  - Facilitating knowledge transfer to Netsweeper customers
  - Maintaining a healthy relationship between Netsweeper and our customers

### Sales/Systems Engineering Competencies

- Practical experience in the design and implementation of large, scalable network systems
- Practical and proven knowledge of applying network scalability, redundancy, and resiliency for mission critical systems
- Practical experience with the creation and management of solution designs
- Practical experience with the planning and delivery of solution designs
- Direct involvement with pre-sales and post-sales support
- Experience with supporting RFPs/Tenders

### Technical Competencies

- Practical and applied Linux experience, ideally with CentOS and RedHat
- Practical and applied experience with common network equipment, ideally Cisco, Juniper
- Practical knowledge of large-scale IP based networks and associated protocols (MPLS, BGP, ICAP, OSPF, etc..)
- Practical and applied experience with common scripting languages such as Shell Scripts, PHP, Perl, Python, etc.
- Practical and applied experience with proxy-based network solutions (explicit, transparent)
- Practical and applied experience within Enterprise/Education networks (routing/switching, Active Directory, security, proxies)
- Practical experience with telecom service provider networks (routing, OSS/BSS, AAA, LDAP, Radius)
- Practical experience performing root causes analysis in software and networks

### Bonus Points

- Strong presentation and communication (verbal and written) skills
- You are a self-starter, motivated and passionate about technology
- Strong time management and task tracking
- Project management
- A strong desire to build and maintain strong customer relationships

If you are an experienced Sales / System Engineer and are looking to join a progressive, leading edge company, apply today and include "Sales / System Engineer - UK" in the subject line.

Netsweeper is committed to fostering an inclusive, accessible work environment, where all employees feel valued, respected and supported.

Netsweeper Inc. offers accommodation for applicants with disabilities as part of its recruitment process. If you are contacted to arrange for an interview or testing, please advise us if you require additional accommodation.