

Aditinet UK Jobs:

Junior Consultant Engineer



At Aditinet we offer you the opportunity to be part of an exciting company culture and experience the fast growing world of IT and cyber-security. All of our trainees receive:

- ▶ Full soft skills training
- ▶ Full vendor certified training
- ▶ Travel and working with industry partners
- ▶ Attendance at trade shows
- ▶ Targeted placement
- ▶ Hours: 35 per week (business times between 9.00-5.00)



Working in our unique environment, you will receive a mixture of commercial and certified technical training, on-the-job training and be responsible for your own area of business.

You will work in a team and receive regular feedback from industry experts and progress through learning and development stages with financial rewards. We will ensure that your training will equip you for the challenges to close the skills gap in cyber-security.

Aditinet UK Junior Consultant Engineers will learn all about the products, the security industry, clients as well as running successful consultancy engagements and much more.

To become a Junior Consultant you will need:

- ▶ Great attitude towards team-working
- ▶ Open mind and will to win
- ▶ Energy to contribute

As a Junior Consultant we will provide you with:

- ▶ Access to great technologies
- ▶ Training and contacts
- ▶ Varied and relevant experience

Why become a Junior Consultant:

- ▶ Gain insight into a fast growing market
- ▶ Access varied companies
- ▶ Top commercial training

How to become a Junior Consultant:

- ▶ Check out www.aditinet.uk/careers-2/
- ▶ **Contact us now and apply**
- ▶ Start learning....start earning

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Junior Consultant Engineer



Role: Junior Consultant Engineer (duties to include):

- Maintain a high level of technical knowledge of relevant industry products
- Identify solutions for customer business objectives
- Participate in the development and support of presentations for customers and partners
- Clearly articulate technical elements of the value proposition to customers and partners
- Maintain knowledge of competitive landscape and share knowledge with Team
- Contribute to the creation of case studies, white papers, and media articles for customers and/or partners
- Foster a collaborative, team-based environment, sharing best practices and building lasting relationships
- Understand and effectively utilise organisational resources
- Create customer documentation for POC (Proof of Concepts)
- Understand business requirements involved with technical account strategy
- Work effectively with Engineering, Product Development, and Technical Support organisations
- Consistently provide world-class customer service during pre-sales, implementation, and post-sales activities

Leading to:

- Provide complex design and systems engineering configurations
- Proactively provide consultative support
- Solve problems independently and creatively
- Deliver customised product presentations using an advanced solution-based sales approach

Training/shadowing opportunities will be given in all areas.

Vendor certifications are included in training.