

# Aditinet UK Jobs:

## Senior Expert Engineer



At Aditinet we offer you the opportunity to be part of an exciting company culture and develop your experience in the the fast growing world of IT and cyber-security. You will receive:

- ▶ Full soft skills training
- ▶ Additional vendor certified training (where necessary)
- ▶ Travel and working with industry partners
- ▶ Full support of account management team
- ▶ Opportunity to develop a team



Working in our unique environment, you will receive full support from our account management team as well as any required commercial and certified technical training. You may be responsible for your own area of business or team.

You will work in a team and be expected to be a mentor to junior staff and offer regular feedback as an industry expert to help them progress through learning and development stages. We want you to help to close the skills gap in cyber-security.

Aditinet UK will support you to continue learning about the products, the security industry, clients as help you run successful consultancy engagements and much more.

As a Senior Engineer you will have:

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

As a Senior Engineer we will provide:

- ▶ **Access to great technologies**
- ▶ **Ongoing training and contacts**
- ▶ **Varied and relevant experience**
- ▶ **Career opportunities**

Why become a Senior at Aditinet UK:

- ▶ **Gain access to a fast growing market**
- ▶ **Access varied companies**
- ▶ **Top commercial training**

How to become a Senior at Aditinet:

- ▶ **Check out [www.aditinet.uk/careers-2/](http://www.aditinet.uk/careers-2/)**
- ▶ **Contact us now and apply**
- ▶ **Take the step....to the next level**

# Adinet UK Jobs:

## Consultant Engineer

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Role: Senior Consultant Services Engineer (duties to include):

- Provide complex design and systems engineering configurations
- 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
- Proactively provide consultative support
- 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
- Solve problems independently and creatively
- Deliver customised product presentations using an advanced solution-based sales approach
- Consistently provide world-class customer service during pre-sales, implementation, and post-sales activities

Training/shadowing opportunities will be given in all areas.

Vendor certifications are included in training.