

Systems Engineer-Commercial

Award winning ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that delivers technology solutions and services to government organizations, educational institutions, and commercial companies. Specifically, ThunderCat is a systems integrator that brings an innovative approach to solving customer problems in and around the datacenter by providing strategies for Data Storage, Networking, Cyber Security, and Cloud Transformations. A proven leader, ThunderCat Technology provides and optimizes technologies from best of breed manufacturers. Clients include DOD, HHS, DHS, VA, Treasury, FBI, State of Virginia, Hawaii Health Systems, and Avery Dennison. <http://www.thundercattech.com>.

ThunderCat's Systems Engineers are responsible for explaining complex technical topics to our clients with varying technical comprehension. Candidates will provide product demonstrations, presales support, and support for partner engagements for a variety of technologies in our portfolio. The team member will serve as a trusted consultant and advisor to our customers and must have hands-on technical skills with knowledge of security ecosystems.

The main responsibilities are:

- Assist sales team through preparation and delivery of technical presentations and statements of work by matching specific client business requirements with effective technical solutions.
- Participate in consultations and/or product capability assessments with prospects.
- Create relationships with key decision makers and serve as external technical spokesperson.
- Develop and maintain a broad knowledge of the live assistance/customer experience industry to stay aware of trends, issues and competition.
- Explain findings and recommendations to technical and nontechnical audiences.

Qualifications

- Previous experience functioning as a Pre-Sales Engineer in the commercial market
- Passionate commitment to quality and technology
- Strong organizational skills and ability to work independently
- Be an example for all in terms of ethics and compliance. Assist the VP Sales in the execution of our government contracting compliance and ethics programs.
- Conduct yourself in a manner that is consistent with the Company's Code of Business Ethics and Conduct
- Ability to manage multiple competing priorities, and work effectively under the pressure of time constraints in a fast-paced, collaborative environment
- Solid Understanding of Data Center technologies including Storage, Compute and Networking
- A solid understanding of TCP/IP protocols and routing
- Hands on Knowledge of Security related products and technologies (e.g. IDS/IPS, SIEM/Log Management, Firewalls, etc.)
- Excellent written and verbal communication skills
- CISSP or SANS certification preferred
- Ability to travel
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Technical Experiences Required

- Hands on Knowledge of Security related products and technologies (e.g. IDS/IPS, SIEM/Log Management, Firewalls, etc.)
- Solid understanding of architecture design principles.
- Bachelor's degree, or equivalent, in related discipline. Computer Science or Engineering degree preferred

Salary and compensation commensurate with experience. Benefits include health club membership, health insurance, dental, vision, short and long term disability, life insurance and 401(k)

ThunderCat does not discriminate in employment on the basis of race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, genetic information, age, membership in an employee organization, retaliation, parental status, military service, or other non-merit factor." Equal Opportunity Employer: disability/veteran. The Affirmative Action plans are located in the HR office and may be reviewed by applicants and employees during normal working hours.