**Job Title: Solutions Engineer**

**Salary :**
£35,000 - £50,000 Basic based on experience
£5,000 Bonus OTE

**About us:**

There has never been a more exciting time to become part of the iomart family, is it time for you to join us?

Currently in our 22nd year, the iomart Group continues to go from strength to strength. Within the last 12 months we have reached record numbers in both revenue and headcount, achieving annual revenue of £100 million for the first time since our conception and growing our team to over 400 employees. But we're not finished yet. Over the next five years we have ambitious plans to double the size of our business, increasing our annual revenue to £200 million, and we need the best talent the industry has to offer to help us achieve this.

**About the Solutions Engineer role:**

The successful candidate will work within the Technical Account Management Team to provide technical support and solutions to help maximise sales opportunities. You will be responsible for managing a portfolio of selective clients alongside the Account Managers and ensuring team revenue targets are achieved. You will be engaging at a technical level internally and externally, with differing levels of technical understanding, so your excellent communication skills will be put to good use on a daily basis.

**The ideal candidate for the Solutions Engineer role will have the following knowledge, experience or skills:**

- You will be someone people go to get questions answered and work done
- Seen as an expert in something but knows more than anyone else about everything else
- You will have experience operationally of Windows and/or Linux environments running business critical services
- Understand Storage Technologies across a wide range of applications
- Clear on the features and benefits of Virtualisation
- Be on the road and ready for your Cloud Journey
- Have had a quiet drink with the Hyper Cloud players, Azure and AWS

For clarity we need people who have more than a passing knowledge of Windows Server, VMWare, DellEMC Storage and the principles behind creating and maintaining secure, resilient platforms to host business critical system. These skills will potentially have been gained in an existing operational role.

**Key Responsibilities of the Solutions Engineer:**

- Working as a technical resource within the Account Management Team for existing iomart group account base & New Business Teams with new opportunities
- Acting as the spokesperson, representative and coordinator to the client for all elements of iomart's services at a technical level
- Updating clients on all technical developments/changes within the industry
- Identifying and maximising revenue opportunities within accounts

- Daily Communication with iomart Group Operations Teams on outstanding projects
- Ownership of inter team functions and service reporting
- Engaging with customers at a technical level when there are service issues
- Working with the support team to resolve technical issues
- Technical point of contact for both account managers and customers
- Assisting in preparation of bids and proposals.
- Assistance in Partner and Supplier Management and keeping abreast of technical developments in market
- Regular reporting on activity

**What we can offer you:**

- Exposure and access to cutting-edge technology as well as the opportunity to work alongside like-minded technical enthusiasts
- Flexible benefits
- Supported training and development to help you progress within your career
- Holiday Trading Scheme – buy or sell part of your annual leave allowance
- Travel Loans - unsecured interest free travel loans to assist employees
- ShareSave/SAYE – buy shares in the company at a discounted rate
- Day off in your Birthday Month
- Long service benefits – additional annual leave and access to private healthcare
- Snacks, drinks and fruit all day every day
- Breakfast on us every day including a hot roll on Fridays
- Lunch on us once a month

**A bit more about us:**

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 400 talented staff in offices and datacentres across the UK.   Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.