

Cloud Services Sales Engineer

JOB SUMMARY: Dakota Carrier Network (DCN), a provider of high speed broadband communication services serving North Dakota customers with data center locations within the state, has a rewarding and challenging opportunity opening for a Cloud Services Sales Engineer. This position will have the responsibility of presenting DCN's cloud service offerings to potential and existing customers, act as a technical resource for provisioning cloud services, and provide guidance to DCN's management team on improving DCN's cloud service offerings. The company has locations in Bismarck and Fargo.

JOB DUTIES:

- Present DCN's cloud service solutions as an expert to customers of all expertise levels and roles, from technician to CIO.
- Translate customer business requirements into workable business solutions and collaborate with DCN Data Center and Cloud Services staff to implement services.
- Lead conversations about industry trends and emerging changes to the security landscape of which every customer needs to be aware and plan accordingly when moving critical data, intellectual property, and mission critical applications to the cloud.
- Lead and support customer demonstrations that showcase our unique value to the customer.
- Discuss, with credibility, competitive offers in the marketplace and position DCN's solutions to be the best alternative.
- Define and report KPI's to monitor process health; define and report customer facing service metrics. Implement and oversee security policy, monitoring, and guidelines for cloud services.
- Create and document business processes to manage the operations, technical standards, architectural development, staffing, and staff development related to DCN's cloud services.
- Interact with DCN's Engineers and Sales staff to define and deliver DCN cloud service solutions.
- Research and implement new cloud service practices and products based on industry best practices and assist Business Development in evaluating and bringing new cloud service offerings to market.
- Perform all other duties as assigned by the Director of Operations.

QUALIFICATIONS:

- Knowledge of cloud-based network, infrastructure, and software services.
- Familiarity with products and services in the telecommunications industry.
- Relevant work experience managing multi-group, multi-disciplinary projects.
- Relevant work experience working within a technical team.
- Skill in analytical thinking and problem solving.
- Skill in reading and interpreting technical documents and information.
- Skill in oral and written communication.
- Ability to organize and prioritize multiple work assignments.
- Ability to communicate with customers and employees in a professional manner.

- Ability to work independently and make sound technical decisions.
- Ability to effectively function as a team player.
- 5+ years of technical experience operating in a cloud environment.

BENEFITS: DCN offers a competitive salary and benefit package.

APPLICATION DEADLINE: May 31, 2018

Please send cover letter and resume to the following address:

**DCN Human Resources Manager
Dakota Carrier Network
PO Box 2484
Fargo, ND 58108
hr@dakotacarrier.com**



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