

Junior Solutions Architect

This is an exciting opportunity to establish your career and specialise in arguably the fastest growing segment of the IT industry. You will be focusing your attention on every company's most important asset, their data.

We are a well established Storage and Blade Servers solutions supplier to corporate resellers nationally, with defining attributes being the calibre and attitude of our people and the strength of the product portfolio we supply (which includes HP, Hitachi Data Systems and Brocade).

We are currently looking for enthusiastic and motivated individuals to join one of the strongest teams of technical sales people in the Small Medium Business storage & server arena.

The successful candidate will in a team environment with the opportunity to get involved in all aspects of the business.

No prior technical knowledge of storage or server technologies is required, however the individuals will have a technical bias, with an ability to learn and grasp detailed technical concepts of various technologies. This strong technical foundation will be used as a key differentiator in becoming a trusted sales advisor to our Reseller customers by providing a consultative approach to selling our storage and server solutions. The individual will be responsible for servicing our customers in a professional manner, with a view to developing existing customer relationships and build new relationships through technical selling.

The technical sales roles include selling volume products as well as complete storage solutions to meet customer requirements.

The successful candidate will need to have the ability to;

- Provide a technically based presentation to both resellers and end users.
- Build rapport with clients and suppliers.
- Develop technical knowledge / skills through vendor and in-house training.

And posses the following attributes;

- Be Self Motivated
- A strong technical interest
- Integrity
- Customer service focus
- Strong communications skills – both verbal and written
- A structured thought process and work mode
- Be Commercially orientated
- Attention to detail
- Desire to grow
- Enjoy working with a team focused on winning

Send your resume to simons@lynxtech.com.au & please include: HSC results, UAI and Final University Average.